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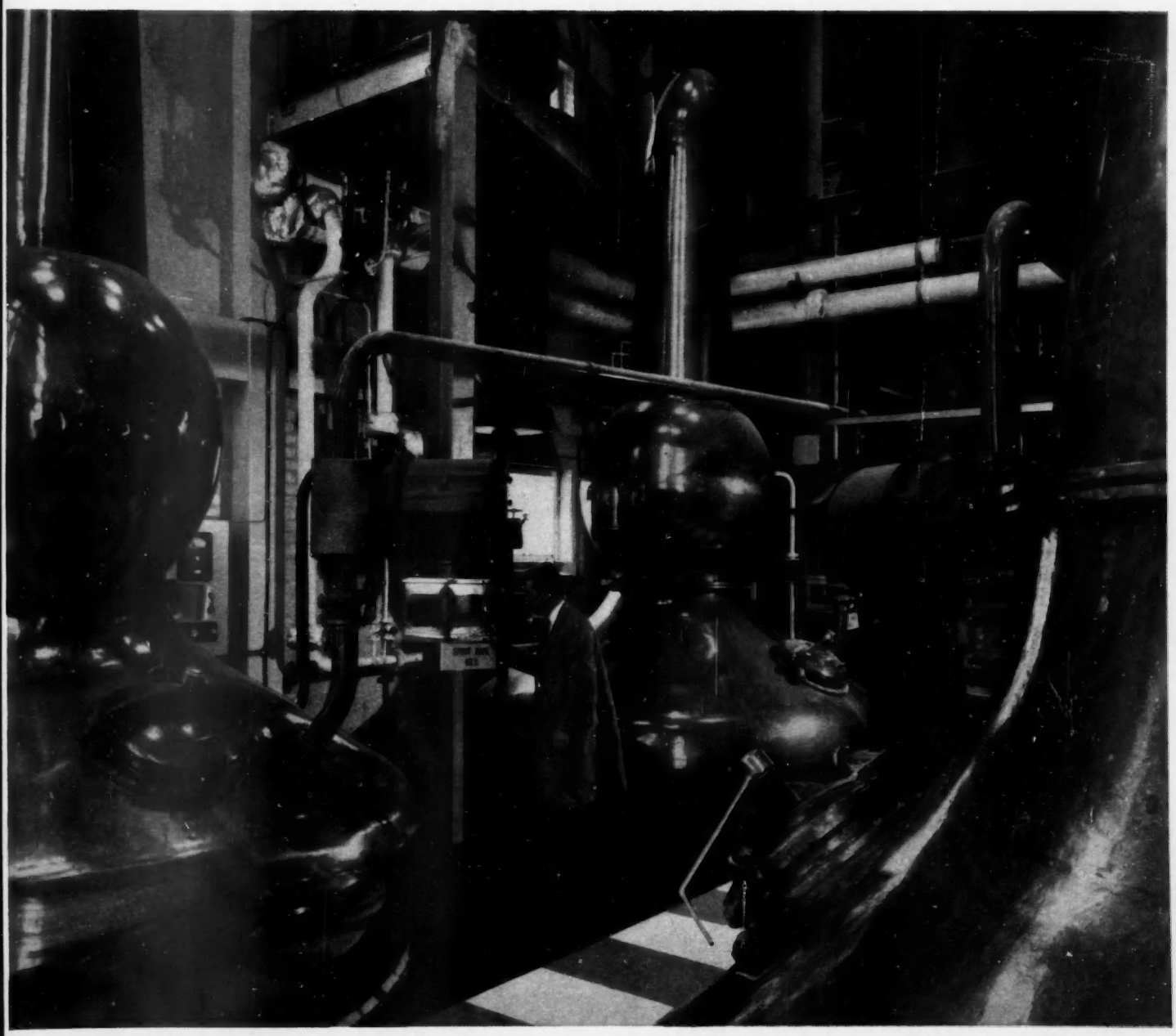

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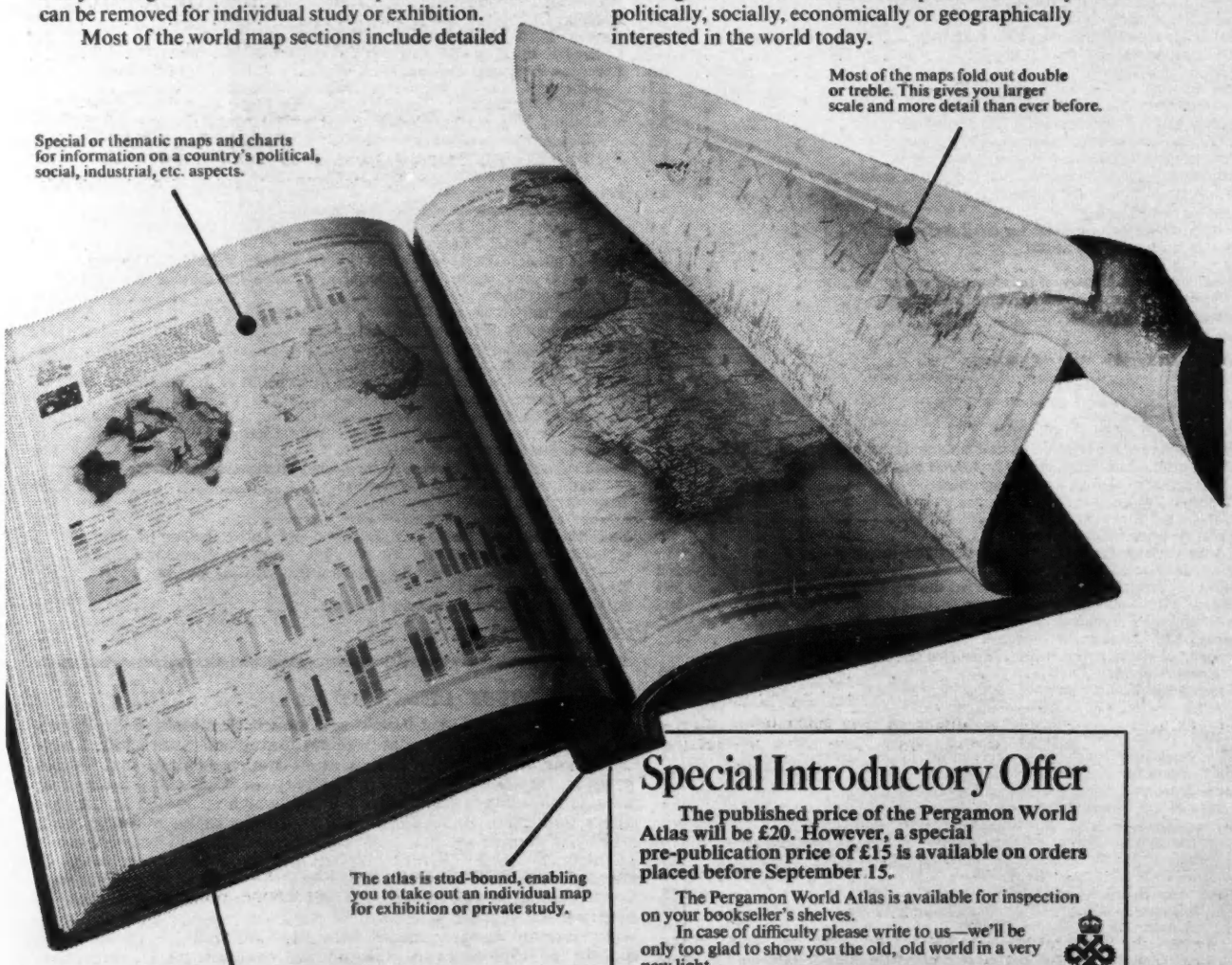
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TRADING WITH EAST EUROPE — 2

Rumania—A growth market for British exporters

By A. Rendall, OBE, First Secretary (Commercial), British Embassy at Bucharest

IN RECENT YEARS Rumania has established an international reputation for the distinctiveness of her foreign policy and has indeed given a lead in this respect. But she also deserves recognition for the effectiveness of her economic policy which has two major features: the diversification of sources of external supply and of export markets; and the concentration of investment on the development of heavy industry to utilize her own natural resources and to increase national self-sufficiency. The effects of these policies have been, externally, a reorientation of foreign trade and, because of the higher level of industrial technology, to Western Europe in particular; and, internally, tight economic control which has predetermined the allocation of national income between investment and consumption and which has ensured the reinvestment of more than 25 per cent of the national income, together with a very high level of investment (over 50 per cent of the total of State investment funds) in heavy industry.

State economic planning

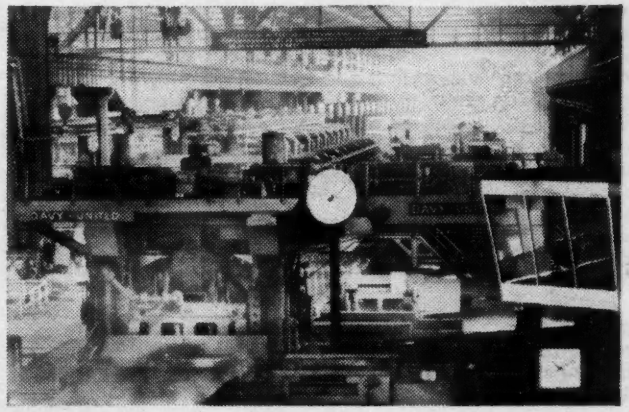
This degree of control is made possible partly through the long term economic plans established by the Government. Currently a Five Year Plan, running from 1966 to 1970, forms the basis of all economic activity; more detailed blueprints are provided by annual economic plans, derived from the long term plan. These plans which are published only in a summary form determine levels of investment, development, production and imports and exports for all major industries. Though the rate of growth demanded by the economic plans has been high, achievement has in general exceeded plan estimates and in comparative terms, year by year, the rate of progress has been impressive. To quote only one statistic, Rumanian industrial production has increased by an average of about 13 per cent a year over the past 15 years.

Natural resources: new industry

Economic planning is, of course, greatly aided by the fact that Rumania is a country with many natural resources. Oil, natural gas, iron ore, copper, lead, silver, gold, uranium, bauxite and coal all exist in commercial and in some cases substantial quantities. Mountains and rivers provide the basis for hydro-electric power. There are extensive forests and a generous endowment of arable land. Though Rumania has always been primarily an agricultural country and even now more than half the population get a living off the land, the State has gone in for rapid industrialization, taking full economic advantage of the unexploited mineral wealth. The consequences of this policy have been the relative neglect of investment both in agriculture, and in consumer goods industries.

Heavy industry

It must be said, however, that the concentration on heavy industry has created new industries of real economic significance. Electric power production has quadrupled to 24,800 million kWH in the past 10 years. In the same period, the steel industry has enormously increased its capacity, new and varied chemical, petrochemical and non-ferrous metals industries have been established and an engineering industry with capacity to produce a wide variety of machinery and equipment is making a substantial contribution to the supply of production equipment for many other new factories. Bearing in mind that about 20 years ago Rumania was about 80 per cent dependent on agriculture, this is no mean achievement. For the future, some relaxation of the concentration on heavy industry in favour of the agricultural and consumer goods industries is promised and is very gradually being realized; though each at present gets only about 10 per cent of total state investment funds, both are beginning to benefit from the application of new methods and technology.



A plate being rolled in the Davy-United 3,300 mm wide four-high hot finishing stand of the two-stand plate mill plant at Galati in Rumania. This recently commissioned new plant is claimed to be the largest of its type in Europe, being designed for an initial output of 600,000 tons a year with potential for development for an eventual output of one million tons a year of finished plate. Design, supply and erection of the plant was carried out by an Anglo-French consortium of which Davy and United Engineering Company Limited (a member of the Davy-Ashmore Group) was the British member.

Foreign trade

Against this background, it is evident that Rumanian import policy will be to concentrate on industrial goods and to limit imports of consumer goods. Where industrial raw materials are concerned Rumania still buys largely from the Soviet Union and Eastern Europe but is increasingly interested in Western industrial equipment for her new factories. At a rough estimate some 75 per cent of Rumania's growing purchases from Western Europe consists of such equipment. Rumania is also looking for know-how and manufacturing licences for new industries and to enter into co-operative manufacturing and marketing projects with foreign manufacturers.

Rumanian foreign trade has steadily grown year by year; the overall increase was over 20 per cent in 1967. Though this rate of growth will not be maintained every year, the prospects remain good as plans for industrialization are ambitious and the current

RUMANIA – A growth market, *continued*

Five Year Plan requires a continuing growth of imports; an increase of 55 per cent during the five years is planned. At the present time about 50 per cent of Rumanian trade is with Communist States, about 10 per cent with developing countries and 40 per cent with industrialized Western countries. The Soviet Union still remains Rumanian's most important trading partner but West Germany, which sold about £100 million of goods to Rumania last year is the second and most rapidly growing exporter. Italy, France and the United Kingdom also feature prominently.

Balance of payments: compensation trading

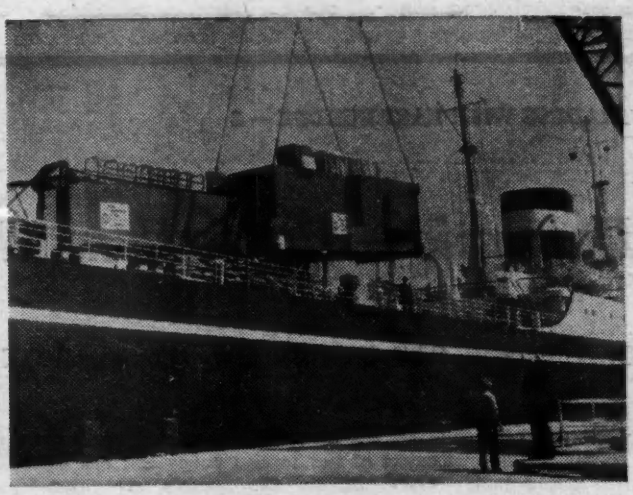
In addition to industrialization, a particular concern of the State has been to develop export industries, the foreign currency earnings of which might pay for the high volume of imports. Crude oil, timber and agricultural goods once formed the basis of this trade but crude oil exports have been replaced by refined oil products, petro-chemicals and manufactured goods. Nevertheless Rumania runs a deficit in her trade with the West and frequently seeks commercial credit for imports; for major transactions long term credit is generally required. As a means of increasing exports, Rumania has adopted compensation (barter, offset, counter-purchase) trading. The principle of this is to require sellers of goods to Rumania to buy, or to bring in an import organization to buy, Rumanian export goods up to an agreed proportion of the contract value. A growing number of transactions contain an element of counter-trade.

This is especially true of consumer goods sales. Though this trade is small, it is increasing as the State finds itself free to give greater recognition to consumer requirements. By means of counter-trade transactions, a number of Western manufacturers have succeeded in introducing into the market a limited range of food products, drinks, textiles and cosmetics and a special Foreign Trade Enterprise has been created to facilitate barter trade in consumer goods.

Arrangements for counter-purchase and for co-operation with foreign firms, involving collaboration in joint ventures in Rumania and in third markets, are not always essential to success in obtaining contracts but they often exercise a profound influence on Rumanian decisions about awarding contracts.

Selling imported goods

This general outline of the nature of Rumanian foreign trade needs to be completed by a brief description of the mechanism of foreign trade. Policy is determined by the Council of Ministers and carried out by the Ministry of Foreign Trade. There are no agents, distributors or dealers and actual import transactions are the responsibility of a number of Foreign Trade Enterprises which, acting on orders from industrial Ministries (the Ministries of Chemical Industry, Machine Building, Light Industry, Food Industry, Power Mines, Petroleum, etc.) deal directly with foreign importers and exporters. Under recent regulations for the improvement of the management of the economy, factories or groups of factories and their industrial Ministries are to be given greater independence; it is also provided that there should be closer but still limited contact between foreign exporters and Rumanian end-users, for technical rather than commercial purposes. These changes are not likely to lead to a reduction in the number of Foreign Trade Enterprises, but rather to an increase, and the nature of their operations will not be substantially changed; but they should be more specialized and more responsive to the requirements of the end-users.



A 26-ton 'Cold Box' is seen here being loaded aboard the 'Drive-on-Drive-off' vessel 'Cerdic Ferry' at Tilbury. It is one of two shipped by Lep Transport via Antwerp and Rumania, and forms part of an oxygen/nitrogen plant being supplied by Petrocarbon Developments Ltd. of Manchester to Industrialimport of Rumania.

Special features of the market

A consideration to bear in mind in dealing with Rumania is that purchases of imports form part of the long term State economic plan; certain purchases are determined annually for inclusion in the next year's plan but major purchases are usually foreseen in the Five Year Plan. First approaches to the market, therefore, may not immediately produce results and it has to be recognized that patience, persistence and regular visits to learn the requirements of

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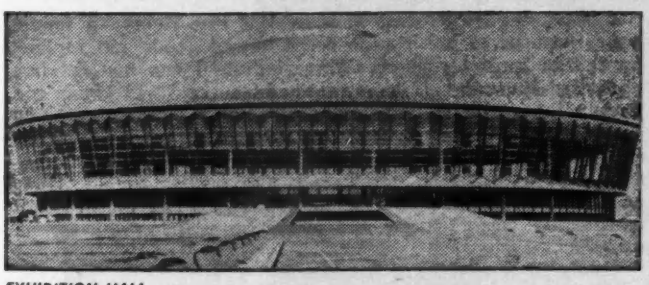

EXHIBITION HALL

17th to 27th October

Exhibitors and visitors are cordially invited to take advantage of the special travel arrangements made by the Romanian National Tourist Office through their accredited agents during the period of the exhibition.

Full details of air travel from London, including extensions to other European cities, and surface arrangements will be sent on request, together with all other relevant information.

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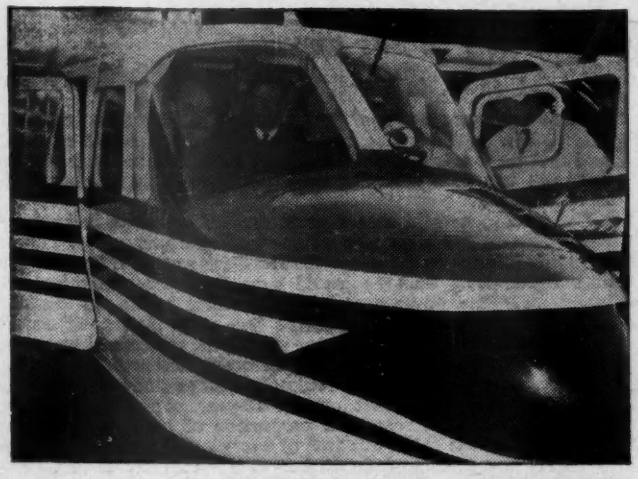

Seater (left) in a 'Islander' aircraft, Mr. Mahai Marinescu Minister of Machine Building, and members of his Rumanian Trade delegation which visited the United Kingdom during February of this year, prepare to enjoy a brief flight while visiting the factories of Britten-Norman Ltd., in the Isle of Wight,

The first part of a consignment of British-made loading shovels about to leave for Rumania. The machines, manufactured at the Blackburn factory of Chaseside Engineering Company Limited were part of an order for a total of eight SL 2000 machines, won by Chaseside Engineering Company as a result of an extended demonstration tour in a number of East European countries,

the market are the usual pre-requisite to success. It should be remembered too that, on the Rumanian side, an important contract may have to be approved not only by the end-user and the Ministry of Foreign Trade but also by other higher authorities before it is cleared for signature.

However, the Foreign Trade Enterprises, buying as they do to meet national requirements, have substantial orders to offer. As a result, competition is often stiff and negotiations are sometimes long drawn out and difficult. Because of the need to economize in the use of hard currencies they are very price conscious and if the opportunity arises they will seek to tie in counter-purchase transactions. But the volume of business is such that success can be very rewarding and a number of British firms are making major contributions to Rumanian industrial development.

Identifying the customer

Entry to this market depends first of all, therefore, on contact with the appropriate Foreign Trade Enterprise. But it is becoming increasingly worthwhile to try to reach the industrial Ministry. the planning or design Institute which works for the Ministry and factory or factory group. Industrial Ministries and Institutes are easy to identify but, as there are over 1,500 manufacturing enterprises employing over 100 people (excluding agriculture and all services, transport, wholesale and retail distribution, etc.) and Rumania has yet to publish an industrial directory, it is frequently impossible to identify the actual potential users. For the initial moves, the despatch of literature to known targets is useful but if it is established that the goods concerned are of interest (the Embassy may be able to advise on this) a visit to Bucharest for direct discussions with officials in the importing Enterprise and the Ministry concerned will be necessary.

Promotional activities: British Industrial Exhibition

It is difficult, however, to visit factories for the introduction of a new product and some firms have found it worthwhile to make use of the services of the State Public Relations Agency. Publicom, which, for a fee, will lay on a variety of promotional activities which can result in introductions to end-users. There are so far no international exhibitions in Rumania but foreign national specialized and general exhibitions provide useful opportunities of making good contact with users. Such an occasion for British exporters exists in the British Industrial Exhibition which is to take place from October 17 to 27, 1968.

Current opportunities for British firms are good

At the present time the Rumanian market offers good trading opportunities for British exporters. Rumania earned a substantial surplus of sterling in trade with the United Kingdom in 1967 and this trend is continuing. There is an open willingness on the part of buyers to consider British sources of supply, provided that commercial terms are competitive; but in order to take advantage of this it is essential for British firms to be persistent in making their products known.

The greatest opportunities for exporters arise within the main industrial growth points – in the petro-chemical, chemical, engineering, power generation, iron and steel and non-ferrous metals industries. But within the field of light industry there is continuing development of basic consumer goods industries including textiles, plastics, footwear, food and electrical goods.

The First Vice-President of the Rumanian Council for Ministers visited the United Kingdom earlier this year and a framework was established for technical and scientific co-operation with Rumania. Finally, Rumanian imports of all kinds, but particularly those from the West are increasing each year and the completion of the present phase of industrialization will lead to yet another which will find expression in the Five Year Plan for 1971-1975 which is currently in preparation. A market with such substantial long term prospects is clearly worth cultivating.

'New trends in Anglo-Soviet trade,' the first article in this series, was published in last week's Journal, page 3.

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Chancellor's statement on new facilities for sterling

MR. ROY JENKINS Chancellor of the Exchequer, made the following statement in Parliament on July 8, regarding the discussions that took place during the weekend at the Bank for International Settlements in Basle amongst the representatives of the Central Banks of certain countries about a new facility for sterling:

'The proposals which were considered were to provide new means for offsetting fluctuations in the sterling balances of sterling area countries. I should make it clear that the facility under discussion is not one which would provide finance to meet any deficit in the balance of payments of the United Kingdom. It is not a loan. It is not an arrangement which could or will lead to any increase in our total overseas indebtedness. The object would be to strengthen the position of sterling and thus of the international monetary system as a whole.

'I am glad to be able to tell the House that considerable progress has been made in these discussions. As a result, the Bank for International Settlements and 12 Central Banks, speaking where appropriate with the authority of their governments, have given firm assurances of willingness to participate in the arrangements which are to be completed as soon as satisfactory consultations have taken place with sterling area countries. These proposals are of great importance to all sterling area countries, and it is therefore right that consultations should take place with them all. These will be pursued urgently, but until they have been completed it would be wrong for me to make any further public statement.

'I should like to express my warm appreciation of the constructive attitude of the countries with which these discussions in Basle have been conducted. I believe that the arrangements now contemplated, and the firm assurances we have had from these countries, offer the prospect of greater stability in the functioning of the international monetary system. While they in no way lessen the need to bring our own policies for restoring the balance of payments of the United Kingdom to a successful conclusion, they make it possible to pursue these policies without being adversely affected by fluctuations in the sterling balances. They are a major step forward in dealing with this long-standing problem.'

On returning from Basle the same day, Sir Leslie O'Brien, Governor of the Bank of England, confirmed that the stand-by credit involved was $2,000 million (£833 million).

Mrs. Dunwoody to visit North Devon

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is to visit North Devon on July 18 and 19.

On July 18, she is expected to visit the new Industrial Site at Bideford and pay a courtesy call on the Mayor, meet and lunch with representatives of the Bideford Borough Council. visit the Dartington Glass Factory at Torrington, meet representatives of North Devon local authorities, and attend a Board of Trade reception in Barnstaple in the evening.

On July 19, Mrs. Dunwoody is due to visit the Pottington Industrial Estate, call on the Mayor of Barnstaple, meet with Barnstaple Borough Council, meet the Barnstaple & District Trades Council, lunch with the Barnstaple Borough Council, visit Shapland & Petter Ltd., and go on to Exeter for a meeting with Devon County Council.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Economic strategy based on 'large expansion in our exports'

— The President

SPEAKING AT THE opening of the Taxation Conference in London on July 8, Mr. Anthony Crosland, President of the Board of Trade, said that the whole economic strategy of this country at the present time was based on achieving an expansion – a large expansion – in our exports.

Continuing, he said that a great deal of attention had recently been given to the other side of our trading account – to imports. Certainly imports in the early months of this year had been running at a higher level than he would have liked; and he hoped that increasingly the advantages of devaluation would be exploited on the side of import-substitution as well as on the side of exports.

'But there is a certain danger of getting the matter of imports out of perspective,' he added. 'Perhaps a long-term view is helpful here, such as that provided by the recent Brookings study of the British economy. This shows that over a 10-year period manufactured imports into Britain rose as a proportion of gross domestic product, but that the same was true of every country in the EEC and in EFTA and that the ratio of imported manufactures to GDP in Britain was about what one would expect of a country of our size (that is, almost identical to the ratios for France and Germany).

'British exports of manufactured products, however, have been steadily falling as a proportion of all such exports, and the Brookings study concludes that when comparing the British experience with that of other industrial countries, it is the export, not the import experience, that appears to be unusual.

'But of course looking to the future, the two sides of the account – exports and imports – are equally important. We must not fasten on one side as being the truly significant one, any more than we describe one blade in a pair of scissors as the one that does the cutting. And in my view the coming months will see devaluation increasingly operating on both sides of the account.'

Referring to exports, the President said: 'Since the beginning of this year there have been increasing signs that we may now be at the start of a real export boom. The trade figures have been distorted by the aftermath of last year's dock strike, which added about £30-£40 million a month to the export figure in the first quarter of this year. But it seems certain that the underlying trend of exports has been sharply upward; and they may now be running at a rate about 15 per cent above that in the second and third quarters last year.

'The Government recognize that profitability is the essential reason why firms should go into exporting or, if they are already exporting, why they should expand their overseas markets.

'Exporting firms, as they grow, reach certain critical points – for example, when they change from marketing through agents to establishing representatives in overseas countries; and, growing still further, when they move on from representatives to setting up a subsidiary firm.

'At such decision-points, many factores affect the firm's choice of action, but taxes have a direct bearing on many of the decisions. Among the relevant factors, there may well be the arrangements (treaties, conventions, etc.) which government make for avoiding double taxation; or the treatment in different countries of depreciation rates; or the conditions that have to be met to establish a subsidiary firm as "resident" in a foreign country, and the advantages and penalties of doing so; or the variations that occur in the application of TVA and purchase taxes; or the taxes levied on individual members of a firm's staff in different countries abroad.

'Perhaps at this point I might say a word about the British Government's attitude towards the value added tax. The Richardson Committee found in its report in 1964 that, in itself, a value added tax does not (any more than a purchase tax) promote exports. This conclusion was not accepted by all economists; and of course there are other more general arguments for and against the introduction of a value added tax. In its favour, it is argued that it would broaden the tax base, and bring us into alignment with the system to which the EEC countries are moving. On the other hand, it would be an expensive tax to collect, and would involve industry and commerce in a considerable amount of extra form-filling and account keeping. You will no doubt be going over all these arguments during the conference. It is clear, however, that the introduction of a value added tax in this country would represent a major tax reform, and in his budget speech this year the Chancellor of the Exchequer indicated that for the time being such a reform could not be considered. You will know that the National Economic Development Council has set up a working party which is taking a fresh look at the subject, and we look forward to its report with great interest,' he said.

Mrs. Dunwoody to visit the Potteries

MRS GWYNETH DUNWOODY, Parliamentary Secretary to the Board of Trade, is to visit the Potteries on July 25 and 26.

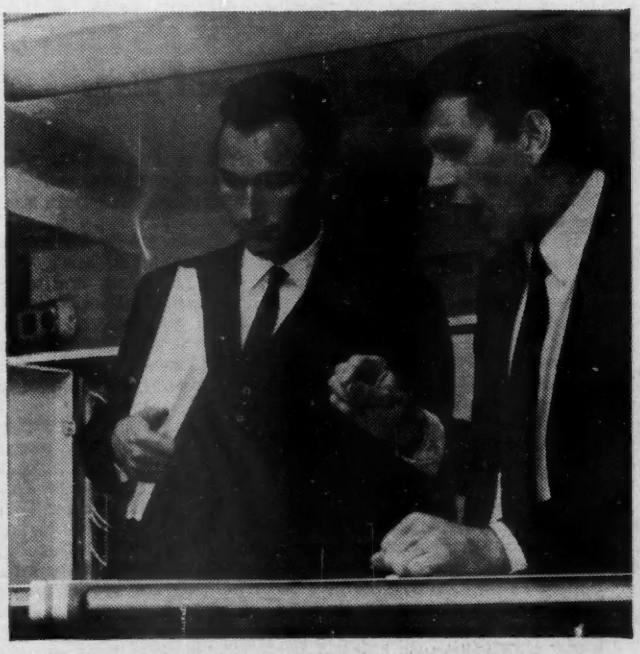
On July 25, the Minister will lunch with the Export Promotion Committee of the British Pottery Manufacturers' Federation (BPMF) at Federation House, Stoke. After visiting Taylor Tunnicliff & Co. Ltd., Mrs. Dunwoody will have meetings with the Export Promotion Committee of the BPMF and with the National Society of Pottery Workers. That evening the Minister will dine with the BPMF Club at Federation House.

Next morning, July 26, Mrs. Dunwoody will visit Swinnertons Ltd., Baddeley Green, and John Beswick Ltd. Longton. After luncheon at Federation House she will visit Mintons Ltd., before returning to London.

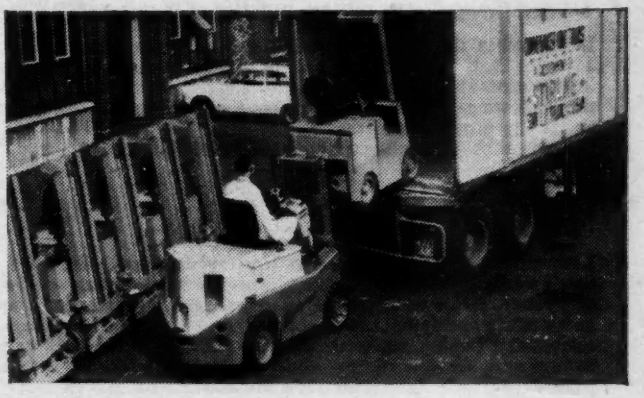
Local Employment Acts 1960-66: Assistance for service projects

MR. ANTHONY CROSLAND, President of the Board of Trade, was asked in the House of Commons on July 4 if he would take action 'to direct Local Employment Acts assistance towards activities likely to contribute most to the economic strength of the development areas, as proposed by HM Government on January 16'.

Mr. Crosland said: 'I have decided that, in view of the need to direct Government assistance towards activities which would contribute most to the economic strength of the development areas, it is desirable to concentrate future assistance under the Local Employment Acts mainly on manufacturing industry. It is our experience that this sector makes the most effective contribution to employment in the development areas. The service industries (Orders XIX-XXIV of the Standard Industrial Classification) will therefore no longer be eligible for assistance except in respect of projects which bring into the development areas substantial additional employment. Service projects providing less than 50 additional jobs will not be eligible. This change in policy will not however affect applications which are already under consideration and applications will continue to be accepted for consideration until August 31 in respect of any service project where building work will have started on or before that date.'



HRH Prince William of Gloucester (left), Second Secretary (Commercial) Tokyo, is among a dozen men in the Diplomatic Service who spent a day with English Electric Computers and ICT, learning something about computers and the overseas activities of the British computer industry. The picture, taken in the computer room at Constructors John Brown, shows Prince William with John Hartley, consultant in the International Sales Division of English Electric Computers.



The first consignment of 1 ton capacity Conveyancer 'Starline' electric fork trucks being loaded into a container for shipment to the United States, under a recent arrangement between Conveyancer Fork Trucks Ltd. and the Raymond Corporation, Greene, New York, for the distribution of Conveyancer fork trucks in the United States of America.

Notes:

Unlike investment grants for plant and machinery (which are confined to the manufacturing, construction and extractive industries), building grants and general purpose grants and loans under the Local Employment Acts have hitherto been available for all types of projects in the development areas, including service projects such as shops, offices, hotels and places of entertainment.

Offers of assistance to service projects under the Local Employment Acts in 1967/68 amounted to £5.6 million out of total offers, for all types of project, of £46.4 million.

Eighty per cent of all applications from the services sector are for projects employing less than 10 people. It is not thought that the change in policy will have any significant effect on employment opportunities in the development areas.

The larger service projects which bring into the development areas 50 or more new jobs will still be considered for assistance.

Hotels will be eligible for assistance under several new schemes announced recently, i.e. the Hotel Development Incentives scheme described in the White Paper (Cmnd. 3633) published on May 21, the Development Commission's scheme for assisting small hotel projects in rural parts of the development areas, and the proposals for refunding the Selective Employment Tax to hotels in certain parts of the development areas.

In addition to the direct saving in expenditure, there should be savings in administrative costs. About 45 per cent of all applications at present come from the services sector. Although they are nearly all for very small projects providing few additional jobs, they are disproportionately costly to process.

Consultancy grants for small firms in Glasgow and Bristol

IN ITS FIRST four weeks local firms have shown great interest in the pilot scheme launched in the Glasgow and Bristol/Bath areas on June 11 to make available up to 50 per cent subsidies to help smaller firms employ consultants and other expert advisers. By July 5, some 500 inquiries from firms (about 300 in Glasgow and 200 in Bristol/Bath) had been received for further details of the scheme. By the same date Board of Trade Consultancy Grants officers had approved 11 assignments worth a total of £20,500 (8 in Glasgow worth £16,000 and in 3 in Bristol/Bath worth £4,000). In addition there are now 34 further assignments under consideration worth at least a further £150,000 (19 in Glasgow worth about £100,000 and 15 in Bristol/Bath worth about £50,000).

This is an encouraging start and other firms thinking of employing consultants should get in touch without delay with their local Consultancy Grant Officer. Only limited funds are available.

Note:

The background to this scheme was given in the *Board of Trade Journal* of June 14. The President announced the scheme in Parliament on June 11, stating that up to £500,000 would be spent on it.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

Courtaulds Ltd. and International Paints (Holdings) Ltd.

'Using EFTA'

LAST YEAR Britain sold more to Norway than to India, nearly as much to Portugal as to Pakistan, more to Sweden than to Canada or France, more to Denmark than to Italy, and nearly as much to Finland as to Japan. Facts such as these help to demonstrate the astonishing buying power of those countries which, together with Switzerland, Austria and the United Kingdom, make up the European Free Trade Association, the world's first completed industrial free trade area. In their latest publication, entitled 'Using EFTA', the EFTA Secretariat look at the individual markets in EFTA from the point of view of the potential exporter. Their purpose is to inform the EFTA businessman of his opportunities in the new industrial free trade area, and to encourage him to make the best use of it.

'Using EFTA' is not a textbook but rather an easily readable introduction to the EFTA markets. Its 164 pages include a chapter explaining the rules for claiming EFTA tariff treatment, and separate chapters describing the conditions and peculiarities of each of the eight national markets. The country chapters include advice on appointing agents and planning advertising campaigns, and also give selected basic statistics and a number of useful references to sources and places where more detailed information can be sought.

Copies of 'Using EFTA' (which are intended primarily for businessmen) are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Import Duties (General) (No. 6) Order, 1968

THE TREASURY has made the Import Duties (General) (No. 6) Order, 1968. This Order makes the Kennedy Round tariff reductions in full on certain goods, primarily tropical products including coffee and cocoa, and is effective from July 15, 1968. In conjunction with a few instances where the full reductions were made from July 1 by the Import Duties (General) (No. 4) Order, 1968 (see *Board of Trade Journal*, May 17, page 1501) this discharges an undertaking by the United Kingdom, amongst others, to accelerate the Kennedy Round reductions on certain goods of particular interest to less developed countries.

This Order has been published as Statutory Instruments, 1968, No. 1030, and copies are obtainable direct from HMSO.

Well-designed souvenirs competition

A COMPETITION to encourage the production of well-designed souvenirs to commemorate the Investiture of The Prince of Wales is being arranged by the Welsh Office and the Council of Industrial Design in association with the Wales Tourist Board. Certificates will be awarded to manufacturers of souvenirs which reach a high standard of design, and the winning entries will be on sale and will also be shown in special displays in different parts of Britain. It is hoped that the number of winning souvenirs will be large enough to make a real impact on the general standard of souvenirs sold in connection with the Investiture. To date 470 manufacturers have expressed their intention of entering the competition. The closing date for submissions is September 30.

200 delegates at CoID conference

The failure of British industry to exploit scientific and technical advance was the major point made by Dr. Jeremy Bray, Joint Parliamentary Secretary to the Ministry of Technology, when he gave the opening address at the 'Teamwork in Design' conference in Edinburgh on June 28. Organized by the Council of Industrial Design, the conference was attended by 200 industralists, engineering and industrial designers, and educationists.

Export film group's first meeting

LORD MANCROFT, deputy chairman of the Cunard Line Ltd., and chairman of the British National Export Council's American Committee, launched the opening session of the Export by Film Group at the Central Office of Information on June 27. Focusing attention on film as an aid to British salesmanship, he introduced a programme featuring products of the heavy engineering industry and read a telegram from HRH Prince Philip, who sent good wishes 'for the success of this vitally important project'.

Extracts from films used in overseas promotion by leading companies and reports by the firm's executives on the encouraging results obtained followed apologies for absence, effectively presented on film, from Sir Peter Runge, president of the British Industrial and Scientific Film Association, deputy chairman of BNEC, and chairman of Tate and Lyle Refineries, Ltd. Holding up a can, Sir Peter said it contained 'a machine and a foundry process that will come alive to thousands of businessmen, even though it fits into a brief case. But it goes much deeper than that. Not only will a film like this transport your factory and products to wherever you want them – and in any language – it will do it with a persuasiveness and a compulsive touch that no other means of communication can ever hope to match.'

Mr. Peter Mullins, Tube Investments, Ltd., showed an excerpt from *Speed for Steel*, a low-budget, 8-minute colour production sponsored by Brookes (Oldbury) Ltd. Describing the technical symposia organized in association with screenings at home and abroad, he said it had been possible to include mill managers, foremen and machine operators in the audiences, as well as design engineers and senior executives. Mr. Mullins quoted the case history of the Austrian State Steel Corporation, where Brookes were quoting against Swedish, German, and French companies for a large billet grinding machine. Brookes was the only company to include as part of its quotation a film, which the sales director and his team of engineers flew out to present, and they feel very strongly that this was a very large influence in the subsequent sale of a machine there . . . Overall, selling steel plant is a long-term business, and perhaps more important than the actual sales is the film's establishment of Brookes as a major manufacturer of this type of plant.'

BNEC chairman on forward plans for trade missions

MORE THAN 70 British export missions have already gone abroad this year and 26 missions of overseas buyers have visited the United Kingdom. These figures constitute a new six-month record, the British National Export Council announces.

BNEC, which administers Board of Trade grants for outward and inward missions, reports 11 business missions to South Africa, more than in any previous year. Some 50 selling and market research groups are visiting the United States in 1968 and numerous export missions to Japan are scheduled in preparation for British Week Tokyo. For approved missions to the Far East and Australasia, BNEC now pays 75 per cent of members' international air fares. BNEC executives are pleased with the great increase in trade missions in the four years since BNEC was set up.

During this period, said BNEC chairman Sir Derek Pritchard, more than 3,000 companies have been assisted in selling overseas through grant-aided trade missions. 'Undoubtedly this scheme has helped to push our export sales to the current figure of £6,000 millions a year, or some £120 millions each week,' said Sir Derek.

Pointing to the greatly increased activities of the British National Export Council as it enters its fifth year, the chairman said: 'With our basic finances now secured until 1973, and with every indication of strong financial support from industry for special projects, BNEC's Planning and Promotion Committee is already organizing ahead to the 1970s. New promotions for British capital and consumer goods in world markets are being planned, and every effort will be made to convince United Kingdom manufacturers of the value of getting out and selling even more vigorously.'

This autumn, BNEC-supported projects include a fashion show in Beirut, numerous department store promotions in the United States and Canada, a 50,000 square foot British industrial exhibition in Bucharest, a British Week in Stockholm, and a Shopping Week in Lille.

Qatar's Deputy Ruler in London

SHEIK KHALIFA bin Hamad al-Thani, Deputy Ruler of the State of Qatar, flew into London on July 8 for an official visit as guest of the British Government until July 13, when he will begin a private stay of about 10 days.

Hungarian steel chiefs to be invited to Britain

THE BRITISH Metalworking Plant Makers' Association is to invite leaders of the Hungarian steel industry to Britain in October. They will visit the works of plant manufacturers for the steel and non-ferrous industries and also some of the major steelworks.

Previous missions to this country arranged by BMPA as part of the plant industry's drive for export orders have come from the Benelux countries, France, Italy, Poland, Spain and Latin America.

British Export Houses Association—new officers

MR. KENNETH THOROGOOD, managing director of Tozer, Kemsley and Millbourn (Holdings) Limited, the £100 million turnover international financing and confirming group, has been elected chairman of the British Export Houses Association in succession to Mr. Peter Adam.

The president, Lord Aldington, chairman of Exporters Refinance Corporation Limited, GEC and National Grindlays, among others, was re-elected for a further year and in proposing the adoption of the annual report stressed the effectiveness of the members' individuality.

Mr. Peter Adam, the outgoing chairman emphasized that 'no body of firms or persons is doing more towards bringing foreign exchange into this country than BEHA',

Mintech advisory service on special types of glass

THE MINISTRY OF TECHNOLOGY has set up an Advisory Service on Special Glasses to assist industry, universities and Government departments in selecting and obtaining some of the more unusual types of glass required for specific purposes. The service will act as a central channel for inquiries and will collect and maintain information on the range of products and facilities offered by glass manufacturers in the United Kingdom and overseas.

The address is: Advisory Service on Special Glasses, Ministry of Technology, Materials Division, Room 337, Abell House, John Islip Street, London, S.W.1 (Tel. 01-834 4422, Ext. 281).

Mintech-English Electric link could boost exports of power systems

THE MINISTRY of Technology and the D. C. Transmission Division of The English Electric Company Limited have agreed on a £450,000 partnership for the development of cheaper equipment for transmitting high voltage electric power. This is being done by applying the principles already proved for transistor radios to the design of solid state valves. The agreement will last for three years and the Ministry and English Electric will each pay half of the cost.

If the development is successful it could result in exports of British-made high voltage power transmission systems all over the world.

At present, such systems use mercury arc valves to convert high voltage currents from AC into DC – which can often be a cheaper means of transmitting electricity – and then back again into the alternating current needed for lighting, heating and operation of appliances in homes and factories. The chief advantages of such solid state thyristors, as they are known in the industry, are greater reliability and the prospect of being able to site the equipment in the open cutting out the cost of buildings needed for mercury arc apparatus.

This is the first cost-sharing arrangement between the Ministry and the heavy end of the electrical industry. English Electric is one of the world's leading exporters of DC power transmission equipment and the Ministry's partnership arrangement is designed to help the company to keep ahead in the technology of high voltage solid state equipment.

Representatives of the Council of Engineering Institutions visited the Central Office of Information on June 27, and were introduced to the work of the COI by the Director General, Sir Fife Clark (fourth from left) and the Overseas Controller Mr. Donald Kerr (extreme left). The party included: Sir Leonard Drucquer, chairman of CEI and past president of the Institution of Electrical Engineers; Lord Hinton, chairman, Finance and General Purposes Committee, CEI; Professor A. D. Baxter, past president, Royal Aeronautical Society; Mr. A. L. Stuchbury, vice president, Institution of Production Engineers; Mr. M. B. Morgan, past president, Royal Aeronautical Society; Dr. G. F. Gainsborough, secretary, Institution of Electrical Engineers; Major General Sir Leonard Atkinson, president, Institution of Electronic and Radio Engineers; Mr. L. W. Andrew, past president, Institution of Gas Engineers; Mr. J. Stuart Robinson, director and secretary, Institute of Marine Engineers; Ewen M'Ewen, member of Council, Institution of Mechanical Engineers; Dr. S. H. Shaw, president, Institution of Mining and Metallurgy; Mr. P. W. Ayling, secretary, the Royal Institution of Naval Architects; Brigadier J. R. G. Finch, secretary to the Council,

British Commercial Representatives Overseas

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on June 14 should be amended as follows:

CZECHOSLOVAKIA – *amend* telex number to '2055-011011'.
UNITED STATES – CLEVELAND – *amend* telex answer/back to 'a/b Britain CLV',

UK/USA isotope company formed

THE RADIOCHEMICAL Centre, Amersham, which offers the widest range of radioisotopes in the world, has formed a joint company with G. D. Searle & Co. (Inc.) of the United States for marketing operations in North, Central and South America. Searle & Co. are one of the leading manufacturers of pharmaceuticals in the United States. Among their subsidiary companies is the Nuclear-Chicago Corporation, who manufacture nucleonic instruments and have distributed many of the Centre's products in the United States since 1952. The company, to be known as The Amersham/Searle Corportation, will be under 50/50 ownership and control as between the United Kingdom Atomic Energy Authority and G. D. Searle & Co.

The United States is already Amersham's largest overseas market. Their sales there have more than doubled in the past five years and are now approaching the $1,000,000 a year mark. The total United States demand for radioisotopes is currently estimated at $20 million a year and is increasing rapidly.

Post office services in Jersey and Guernsey

THE GPO announce that when the Government decided to set up a Post Office Corporation the position in the Channel Islands was left open for further consideration. Both Jersey and Guernsey already run their own local telephone service under licence, but the Post Office is responsible for the long-distance telephone and postal services. The Channel Islands have now asked that they should run their own services and the Government have agreed. Negotiations will begin on the terms and conditions on which the Islands will assume their responsibilities.

BoT advance factory at Maesteg let

AT THE END of July, Vitafoam Ltd. – a member of the British Vita Group – will operate a converting and fabricating plant at Nantyffyllon, Maesteg, South Wales. It will start in a 10,000 sq. ft. Board of Trade advance factory and will provide an on-the-spot service to furniture manufacturers in Wales and the West country.

LOB Annual Report

'A RECORD NUMBER of office jobs moved out of London' reported Mr. E. J. Sturgess, chairman of the Location of Offices Bureau, in his introduction to the fifth annual report of the bureau (1967/68) published on July 10.

'Since LOB was established, over 49,000 jobs have been moved or are being moved by clients of the bureau. Unfortunately, 1968/69 is likely to be less successful as the number of positive moves pending at March 31, 1968 was only two-thirds of what it was a year before,' warns Mr. Sturgess. 'This might, however, be a temporary recession. An improvement in the business situation and a rise in economic growth rates may be expected to increase the incentive to decentralize and, provided there are opportunities for firms to move to places suitable for the efficient conduct of their business, the exodus will build up again. If the original object in setting up the bureau is to be secured (the prevention of further congestion in London) a substantial movement of both office and industrial jobs out of London will be essential.

'In any consideration of the future, one of the most important factors is the anticipated growth of the population. It seems to be generally accepted that provision has to be made to house about one million Londoners outside Greater London by 1981, mostly in the South East and East Anglia. Total growth in these two regions may be about two million.'

New member of English Industrial Estates Corporation: correction

OWING to a clerical error it was announced on page 14 of last week's *Board of Trade Journal* that Mr. R. W. Holder had been appointed a member of the British Industrial Estates Corporation. This should have read 'English Industrial Estates Corporation'. The correct title of the Corporation was given in the heading and the notes to the announcement.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Large new project for Caernarvonshire

THE BOARD OF TRADE propose to build a major new factory at Llandegai, Caernarvonshire, for occupation by Hispeed Plastics Limited, a member of the Bernard Wardle Group of Companies.

Caernarvonshire County Council, who have warmly welcomed the project, have agreed to sell to the Board of Trade part of their Llandegai site which the Council acquired in 1966 in readiness for incoming industry. The new factory which will be 100,000 sq. ft. in area will operate sophisticated modern techniques for the production and processing of plastics and will provide a variety of plastic forms, mouldings and special assemblies required by a wide range of industries ranging from vehicle production and heavy consumer durable goods to finished plastic products for retail sale.

The objective of the Board of Trade and the company is to have the factory completed and in production by the autumn of 1969. It is estimated that by the end of the following year approximately 150 men and 200 women will be employed. Over the next two to three years this labour force should build up to a total of between 500 and 600 including about 250 men.

The Bernard Wardle Group will concurrently continued to develop their existing factories in the town of Caernarvon by transferring production lines from London, thus maintaining and indeed slightly increasing their total labour force at this location by mid 1970.

The Clerk of the Caernarvonshire County Council has confirmed that the Council will co-operate in every way to enable the above time schedule to be achieved. He recalls that this development is the culmination of years of endeavour on the part of the Government and the County Council involving the designation of the site for industry, its purchase by the County Council and an archaeological excavation by the Ministry of Public Building and Works as a prerequisite to the Board of Trade's negotiations with the company.

Llanelli firm's expansion promises 100 jobs

THE BOARD OF TRADE announce that one of the two advance factories of 25,000 sq. ft. built on the Fforestfach Industrial Estate, Swansea, has been allocated to Multyflex (IMC) Ltd. who occupy a Board of Trade factory of 43,000 sq. ft. at Dafen, Llanelli.

Multyflex (IMC) Ltd. were established 12 months ago to manufacture prefabricated modular kitchen furniture by mass production techniques and took occupation of the Dafen factory in June 1967. The unit was set up with the aid of financial assistance from the Board of Trade. To meet the growing demand for Multyflex kitchen cabinets from the building industry, the firm are in urgent need of additional production space and are taking occupation of the Swansea factory at once.

It is expected that jobs for 100 men will be provided at Swansea by the end of this year. The factory will be extended immediately by 5,000 sq. ft. and it is confidently estimated in due course the labour force will be further increased to a total of over 300.

The Welsh Industrial Estates Corporation, as agents for the Board of Trade, will be responsible for the extension to the factory.

Note:

Forty-one Government advance factories have been authorized for Wales since speculative factory building re-commenced in November 1964.

Twenty-five of these factories have been completed or construction is approaching completion; eight are at earlier stages of construction, and eight are still in the preliminary planning stage.

Including the Fforestfach factory, 18 factories have been let.

North Tees factory for North East Crimpers

THE ENGLISH INDUSTRIAL Estates Corporation announced on July 3 that North East Crimpers Limited are to take over a vacant 20,600 sq. ft. Board of Trade factory on the North Tees Industrial Estate. This firm are engaged in the processing and bulking of continuous filament synthetic yarn which is used in the manufacture of a wide range of garments, including stretch stockings, tights, outerwear and sportswear.

North East Crimpers Limited who began production at North Tees in September 1967, already occupy a factory of 8,864 sq. ft., and employ 45 people.

This new acquisition will increase the company's factory area to almost 30,000 sq. ft., and will provide employment for a further 65 males and 35 females, total 100. It will also enable the company to expand considerably its present export business.

Prevention of Fraud (Investments) Act, 1958

Dealers in securities

THE FOLLOWING CHANGES have taken place during June in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Addition

Hume Management Services Limited, 7 Birchin Lane, London, E.C.3.

Deletion

Armore Marden and Partners Limited, Park House, 16 Finsbury Circus, London, E.C.2.

Exempted dealers

Addition

Eurotrading, New Court, St. Swithin's Lane, London, E.C.4. Banque Lambert, Banque Privee SA, Banque Rothschild, Pierson, Heldring & Pierson Securities Trading NV, and Shield Finance Corporation Limited.

Government economic policy and the motor industry

A SPECIAL REPORT to the National Economic Development Council on the effect of Government Economic policy on the motor industry has been prepared by the Economic Development Committee for the Motor Manufacturing Industry. It was presented at a meeting of the Council, presided over by the Prime Minister, on July 3.

First decimal newsletter issued

THE FIRST ISSUE of the Decimal Currency Board's newsletter was published on July 5. Aimed principally at the business world, 100,000 copies will go to firms all over the country, mainly through trade associations and other representative bodies.

'The newsletter is designed to keep the executive up to date with Board decisions and thinking', a Board spokesman said. 'We hope, too, it will become a forum for news and comment from people in industry, commerce and the professions who are working on the problems and potential of the change.'

A prominent feature in the first issue advises firms not to delay their preparation for D Day; a 'decimalization officer', at senior level should be appointed now to consider the implications. Other articles describes the new coins, the timetable for decimalization and the role of the Decimal Currency Board.

Future issues will feature a checklist for management on preparations for D Day, the Board's first annual report and preliminary research activities carried out by the Board. It is envisaged that the four-page newsletter will appear approximately every six weeks.

New BSI publication on construction

What is regarded in the Building Division of BSI as one of its most important publications in recent years entitled 'Recommendations for the co-ordination of dimensions in building: Controlling Dimensions' (B.S.4330) has been published.

The publication deals with controlling dimensions in the construction industry and is seen not only as a key work in the change to metric but as the first major dimensional discipline since the Georgian era.

Copies can be obtained from: Sales branch, BSI, 101 Pentonville Road, London, N.1. Price 15s., 1s. extra to non-subscribers.

Aviation and Shipping

Welsh Advisory Committee for Civil Aviation

MR. ANTHONY CROSLAND, President of the Board of Trade, after consulting the Secretary of State for Wales, has re-appointed Lord Granville-West as chairman of the Welsh Advisory Committee for Civil Aviation for a further period until June 30, 1969.

Awards for saving life at sea

MR. ANTHONY CROSLAND, President of the Board of Trade, has made an award of a piece of plate to: Mr. J. Stout, skipper of the fishing vessel 'Ocean Gift'. Mr. Stout lives at Grandview, Whitehall, Stronsay, Orkney. The award recognizes the skill and seamanship he displayed when the disabled fishing vessel 'Flourish' was in danger of stranding on Bria Skerry on January 11, 1968.

The President has also made an award of a piece of plate to: Mr. B. K. Turrell, of Lowestoft, Suffolk, skipper of the trawler 'Wilton Queen', in recognition of the outstanding seamanship and skill displayed in rescuing the crew of 10 of the trawler 'Barton Queen' which sprang a leak in the engine room while fishing during a force 10-11 gale in the North Sea about 150 miles from Lowestoft on March 6.

Marine inquiry

THE FORMAL investigation into the loss of the Seine net fishing vessel 'Refleurir' with a crew of six on January 3, 1968, will open on July 29 at the Sheriff Court Building, Aberdeen.

Photograph shows Minimax fire extinguishers being unloaded at Kindly Field Airport, Bermuda, less than 48 hours after a phone call was received by Mr. H. Unger, then export manager of Minimax Ltd., Feltham, just before the works closed one evening. The rush order, placed by the company's Bermuda agents, the Bermuda Mineral Water Co. Ltd., was filled well within the deadline set.

SOVIET DELEGATION SEE COMPUTERIZED DOCK SYSTEMS

Mr. T. B. Guzhenko, the Soviet First Deputy Minister of Sea Transport, made a two-week visit to English Electric Computers at the head of a small delegation from his Ministry. During this visit he discussed the implementation of advanced computer control systems, including those the company is developing around System 4 computers in association with the Port of London Authority and the British Transport Docks Board. Mr. Guzhenko said that the objects of his visit to gather information on System 4 computers had been accomplished. 'We liked the people with whom we came into contact and also the open-minded discussions which will be a help in the future development of sea transport in the Soviet Union. In some measure also we are sure that these discussions will prove useful both for the company, English Electric Computers, and for the other organizations in the British docks industry with whom we have come into contact'. Photograph shows Mr. Guzhenko (centre) in London today with Mr. Ralph Land (left), English Electric Computers' East European sales manager, and Mr. Dan Broido, area manager for the Soviet Union who is shortly going out to Moscow to head up a resident support group there.

New displays on history of merchant shipping

SEVEN MORE GALLERIES were opened on July 3 in the East Wing of the National Maritime Museum, Greenwich. Six of them show the development of British merchant shipping, the fishing industry and the Royal Navy in the 19th and 20th centuries. Ship-building at Green's Yard at Blackwall, almost within sight of the Museum, the development of the great steel square rigged 'Tall Ship' of the late Victorian era, the Tea Clippers, the Merchant Schooners, the design and building of merchant ships and the development of the steamer, are all illustrated with models, plans, photographs and paintings.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers are given on page 86.

TUESDAY, JUNE 25

Tugs on the Thames

Requested to make a statement on the number of tugs operating within the landward limits of the River Thames that are in receipt of investment grants, Mr. Edmund Dell, Minister of State, Board of Trade, said: 'Investment grants have been paid towards expenditure on eight tugs which are, I understand, operating in the Thames area.'

Other questions concerned the number of tugs operating with Board of Trade certificates within the landward limits of the River Thames; and what qualifications were required by masters of such vessels, and what study had been made of the number of tugs with Board of Trade certificates that would be required in the years ahead. Mr. Mallalieu answered that these tugs were not normally required to have Board of Trade certificates; nor were there any statutory requirements governing the qualifications of their masters. However two of them which sometimes carry more than 12 passengers were required to have passenger certificates. 'I have no information as to the numbers of such tugs which may be required in future years; nor have I any reason to believe that a special study of the subject is called for at present,' said Mr. Mallalieu.

Salvaged cannon

A member asked where the cannon raised from the supposed wreck of the warship 'Association' in the Scilly Isles at present are; and what the President of the Board of Trade intended to do with them. Mr. J. P. W. Mallalieu, then Minister of State, Board of Trade, said the cannon were in the legal possession of the Receiver of Wreck for the Isles of Scilly. He continued: 'If no claim to ownership is established within one year from the date on which the Receiver took possession, they will be sold as prescribed in the Merchant Shipping Acts.'

Safety rules for pleasure craft

Asked to what extent the proposals for increased safety for pleasure craft applied within the landward limits of the River Thames, Mr. Mallalieu said the recently announced scheme for the issue of Boatmen's Licences to persons in charge of small passenger craft carrying more than 12 passengers which ply in inland or estuarial waters or go only short distances to sea, covered such craft plying on the River Thames.

THURSDAY, JUNE 27

Aircraft noise

In answer to a question on the extent to which the statistics of monitoring aircraft for noise at Heathrow were vitiated by low-flying aircraft not being monitored by reason of their being off-course, Mr. Mallalieu said: 'Very little, if at all. The aircraft are normally observed by the Noise Monitoring Unit, and any significant departure from the routes laid down – as published in the Air Pilot – is taken up with the operator.'

FRIDAY, JUNE 28

Third London Airport inquiry

Asked why no representative from the airline industry had been appointed to the Commission of Inquiry into London's third airport, Lord Beswick said the Government had been fortunate in securing the services of persons representing a very wide field of expertise. Membership of the commission included persons eminent in aeronautics and in the business world who were well fitted to understand the particular interests of the airlines in this matter. It would be impossible to include experts in every aspect of the matter, but the commission would be free to seek outside advice from whatever source they wish, including of course the airlines industry.

Gyro compasses and export control

Asked why since May 20 this year Board of Trade export licences were required for the sale of commercial marine gyro compasses to all countries apart from the Commonwealth (except Rhodesia), the United States, South Africa and Southern Ireland, Lord Winterbottom, Parliamentary Secretary, Ministry of Public Building and Works, said gyro compasses of specified characteristics were included in the list of goods subject to strategic embargo and were subject to export licensing control for that reason. 'As a result of an agreement in 1966 with the countries with whom we co-operate in these controls, the scope of the heading concerned was extended,' he said.

WEDNESDAY, JULY 3

Airports in Hampshire

A Member who inquired about Board of Trade consultations with other Government departments and local authorities regarding the future development and siting of airports in southern Hampshire, was told by Mr. William Rodgers, Minister of State, Board of Trade, that representatives of the Hampshire County Council and Southampton and Portsmouth City Councils were considering the airport requirements of southern Hampshire, and preliminary discussions had taken place with the Board of Trade with a view to the appointment of consultants to make a survey.

Aircraft noise

'We have received about a dozen complaints this year,' said Mr. Rodgers, asked about representations from residents in the Southampton area regarding aircraft noise; 'In reply we have explained why it has been necessary for the College of Air Training to use Southampton, and have suggested that the Southampton airport authority are best placed to decide what noise abatement measures are required.'

Answering a further inquiry, about instituting an inquiry into aircraft noise in the immediate vicinity of Birmingham airport, Mr. Rodgers said this was a matter for the airport authority, Birmingham Corporation.

Airports Authority in Carlisle

Asked if he would consider making a grant to the Airports Authority in Carlisle so as to ensure that the present air services run by Autair could continue to give a service to the city of Carlisle and district, Mr. Rodgers said any request for a further grant would be considered.

THURSDAY, JULY 4

Accident at Heathrow Airport

Mr. Rodgers in answer to a request, made the following statement regarding the crash at London Airport on July 3 of an Ambassador aircraft of BKS Airlines resulting in the death of six people.

'An Ambassador aircraft operated by BKS and engaged in flying horses and grooms from Deauville to London Airport, crashed into the side of the new north-east face building at 17.28 hours yesterday, killing the three crew members and three of the passengers. The remaining two passengers were injured and are in hospital. In addition, four airport employees were injured and a further 11 members of BEA staff are being treated for shock. All the horses were killed as a result of the accident.

'The weather was fine and sunny and the aircraft made a normal approach to land until it was about 200 feet above the area of the airport boundary. A few seconds afterwards the port wing dropped and inspection of the airfield shows that the port wing tip and later the port main wheel touched the grass for a distance of about 200 feet. The aircraft then became airborne again banking to the left and with the nose rising, travelling straight towards the north-east face building. Whilst steeply banked, the port wing and undercarriage struck two BEA Tridents parked on the apron, which resulted in the port wing of the Ambassador being torn off and severe damage to the two Tridents – one may be a write-off. The Ambassador rolled over on its back and crashed, into the ground floor of the north-east face building.

'The aircraft caught fire immediately upon impact with the first Trident and separate fires in the main wreckage, the severed wing and in a damaged Trident had to be dealt with.

'The Chief Inspector of Accidents instituted an investigation immediately.

'May I express sympathy with the relations and friends of those who lost their lives and wish a speedy recovery to those who were injured.'

FRIDAY, JULY 5

Civil aviation bill

Mr. William Rodgers moved the second reading of the Civil Aviation Bill.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

TUESDAY, JUNE 25

Monopolies Commission report on cellulosic fibres

Mr. Anthony Crosland, President of the Board of Trade, was asked when he expected to announce the Government's decision on the recommendations of the Monopolies Commission in their report on man-made cellulosic fibres. He said: 'As I announced on March 5, I have already instituted a tariff review following the Commission's report. I expect to have the results of this in two or three months time. Meanwhile, my officials have had discussions with Courtaulds on the recommendations of the Commission other than that relating to tariffs. I cannot yet say when I shall be able to announce a decision.'

Raspberry pulp

Answering questions on the countries with which the United Kingdom has quota agreements for the import of raspberry pulp; and the size of the quota for individual countries, Mr. Edmund Dell, Minister of State, Board of Trade, said the following quotas had been established for theh year 1968 for imports which may include raspberry pulp.

Bulgaria
1,500 tons of strawberry and raspberry pulp.

Hungary
600 tons of fruit pulp of which raspberries not more than 50 tons.

Poland
2,400 tons of fruit pulp of which not more than 750 tons of strawberries, raspberries and apples together.

Rumania
1,500 tons of fruit pulp and puree of which not more than 50 tons of raspberries.

'Raspberry pulp is not separately distinguished in the trade statistics,' said Mr. Dell, answering a further question.

WEDNESDAY, JUNE 26

The Fulton Report

The Prime Minister made a statement on the Report of Lord Fulton's Committee on the structure, recruitment and management of the Home Civil Service. The report is available from Her Majesty's Stationery Office The Civil Service, Vol. 1. Report of the Committee (Cmnd 3638) 17s. 6d; Vol. II. Report of a Management Consultancy Group, 10s. 6d; Vol. III to be published; Vol. IV, Factual, Statistical and Explanatory Papers, £2 13s; Vol. 5 Proposals and opinions by (1) Government Departments and Staff Associations and (2) Organizations and individuals, £4 15s.

Investment grants

'This information', said Mr. Dell, when asked to estimate the industrial breakdown of investment grant payments to manufacturing industry by the orders of the Standard Industrial Classification, 'will be provided in the Annual Report on the discharge of the Board of Trade's functions under Part I of the Industrial Development Act 1966, which will be published later this year.'

Annual report of Cinematograph Films Council

A Member asked why the annual report of the Cinematograph Films Council, which was presented on May 9 and which contains the Council's recommendations for alteration in the arrangements for collection and distribution of the films levy, with supporting arguments was not published until June 24, in view of the fact that the debates on the relevant draft regulations took place on June 21.

'The timing of the two events was fortuitous,' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade. 'There was no avoidable delay in the publication of the Council's report. The date of the debates was determined by considerations of Parliamentary time and the need for approval of the new regulations in good time for their introduction on July 14.'

TUESDAY, JULY 2

Reference to Monopolies Commission

Asked when he would refer to the Monopolies Commission the bid by Philip Morris, the United States tobacco group, for Gallahers Limited, The President said: 'I am at present considering whether the public interest would require me to refer this proposed merger to the Monopolies Commission.'

Exports to South Africa

Replying to a questioner who asked the reason for the decrease in United Kingdom exports to South Africa in the first four months of 1968, compared with the corresponding period of 1967, resulting in an adverse balance of trade, the President said that South African imports from the United Kingdom and indeed all sources were exceptionally high in the first four months of 1967 following a relaxation of import controls. The reduction in our exports this year was in line with the reduction in South African imports from all sources.

The main reason for the less favourable balance of trade during the four months was unusually large imports into the United Kingdom (both by volume and value) of maize, fruit and vegetables, ores and metal scrap.

Investment grant qualification

The President was asked when the inquiry concerning development grant for a company, details of which were contained in a letter dated May 15 from the honourable Member for Stroud, would be answered. In reply Mr. Edmund Dell, Minister of State, Board of Trade, said it had been agreed that the prototype would qualify for investment grant and the representatives of the company in question had been advised accordingly. He was writing to the Member.

Cinematograph film regulations

Lord Brown, Minister of State, Board of Trade, opened the debate on the Cinematograph Film (Distribution of Levy) (Amendment No. 3) Regulations, 1968.

WEDNESDAY, JULY 3

East European Trade Council and the Agricultural Export Council

Questions were asked on Government aid to the East European Trade Council and the Agricultural Export Council, respectively. Mrs. Dunwoody answered that neither the East European Trade Council nor the British Agricultural Export Council received direct assistance from the Government, though the former was supported financially through the British National Export Council.

Answering a further question on the work undertaken by the East European Trade Council during the period 1967-68, Mrs. Dunwoody said the Council aimed to co-ordinate and supplement the work of other organizations active in East-West trade. At home the Council had done much to stimulate interest in developing this trade, and to seek out and satisfy gaps in existing facilities. The Council was, for example, the sponsor of the major industrial exhibition to be mounted by Britain in Bucharest next October. The chairman and executive secretary had visited six countries in East Europe during 1967-68. It was not possible to quantify the impact of the Council's work on British exports.

Trade with Rumania

Mrs. Dunwoody was asked what progress had been made towards a long-term trade agreement, between Rumania and HM Government, following the visit and exchanges with the first deputy Prime Minister of Rumania, she replied that the present long-term trade arrangement would expire on September 30 this year and negotiations for a successor would be held in London during September.

French import controls

A Member asked if the President, in view of the effect that French poposals to impose import controls and export incentives, in order to protect the franc, would have on the market for British exporters, would make a statement on his recent study of the possibility of imposing physical import controls, in particular on the extent to which these could be effective without consumer controls; and if he would issue a White Paper giving his decisions. Mr. Edmund Dell, Minister of State, Board of Trade, said: 'It is too early to assess the effect of the French measures. As the Government have made clear on a number of occasions we have no proposals for the imposition of direct import controls.'

Yugoslavian raspberry pulp

Answering questions on the alleged excessive imports of pulp from Yugoslavia, and the possibility of dumping of raspberry pulp on the United Kingdom market, Mr. Dell said that Board of Trade officials had held a meeting with the National Farmers' Union of Scotland in Edinburgh on June 19 and had had further correspondence with them since. The Board had also asked HM Embassy in Belgrade to seek information about Yugoslav domestic prices; a reply was awaited.

The Russell papers

Asked what action had been taken to deal with those responsible for sending the Russell papers out of the country without an export licence, Mrs. Dunwoody said any manuscripts and documents over 100 years old which were included in the Russell papers recently exported were exported without a licence in contravention of the export control. The circumstances of the export would be investigated; action would depend on the result of the inquiries.

Trade Descriptions Act

'I am considering whether a leaflet would be useful to consumers,' said Mrs. Dunwoody, asked to publish a leaflet, or series of leaflets,

to explain the provisions of the new Trade Descriptions Act, for the guidance of consumers and shop assistants, along the lines of the leaflet on the Hire Purchase Act published jointly by the Board of Trade and the Central Office of Information in 1964.

Statistics for 1963

A Member asked why the Board of Trade was still working on the preparation of reports of statistics for the year 1963. Mr. Dell answered: 'The Census of Production for 1963 was the first of these complex inquiries to be fully processed on a computer. As in other countries, this has presented severe difficulties; but publication of the industry reports should be substantially completed this year.'

Industrial development

The President, in answer to a question, gave figures (published in *Hansard*, col. 236) on industrial development certificates issued in Wales for each year from 1960.

Mrs. Dunwoody gave information (*Hansard*, cols. 237-238) on the proportion of applications for industrial development certificates approved in the Midlands and London and South Eastern regions, respectively, during the years 1965, 1966 and 1967; the area of the factory space involved; and the area approved for Wales in the same years.

Trade with Greece

'I have had no confirmation of the loss of any export order to Greece,' said the President of the Board of Trade, when asked to make a statement on the reported loss of an export order to Greece. 'It would be in the interests of neither country to allow political differences or misunderstandings to affect our trade. Indeed, I have just heard that the Director-General of the Greek Press Ministry has today denied that the Greek Government had decided to cancel Government contracts with British firms because of recent remarks about the Athens regime.'

Aluminium factory at Bedlington

A Member asked if the President would give consideration to the siting of an aluminium using factory at Bedlington in Northumberland near the new aluminium smelter at Lynemouth, similar to the project recently installed in Norway. Mr. Dell answered that whether new aluminium fabricating capacity should be installed was a matter for commercial judgment; but the Board of Trade would gladly consider any proposals that firms may wish to put forward.

Bradford Colliery closure

Mrs. Dunwoody, answering questions on the provision of additional industrial capacity in the Manchester area, to provide alternative employment after the closure of Bradford Colliery, Manchester, in September 1968, said 'My department was informed in January 1968 that Bradford pit was in jeopardy. The need for alternative employment for redundant miners is taken fully into account in considering applications for industrial development certificates in the area.'

Hillington Estate

A question was asked on the number of firms in Hillington Estate which had ceased production: and what steps were being taken to bring them back into use. Mrs. Dunwoody said one firm had ceased production and vacated its factory, which had been re-let on a short lease from August 1, 1968. A second factory would fall vacant in August and interest had already been expressed in it by another company. 'Every effort is made to find suitable tenants when factories fall vacant and I am happy to say that little difficulty has been experienced at Hillington' added Mrs. Dunwoody.

BoT factories in Wales

The President, asked how many Board of Trade factories and extensions he had approved in Wales since November 1964; and what the comparable totals were for the period April 1, 1960 to October 31, 1964, replied that since November 1964, 74 new Board of Trade factories and extensions in Wales had been approved. The total area involved was 2,526,000 sq. ft. and this space was almost exactly divided between new factories and extensions. Included in these figures were 34 advance factories with a total area of 580,000 sq. ft. Between April 1, 1960 and October 31, 1964, the comparable figures were 34 new factories and extensions totalling 514,000 sq. ft. of which five were advance factories totalling 73,800 sq. ft.

THURSDAY, JULY 4

Imports of raspberry pulp

Asked to instruct the Board of Customs and Excise to institute a new category in the visible trade statistics to identify imports of raspberry pulp and the countries of origin of such imports, Mr. Dell said he was willing to consider urgently in consultation with HM Customs and Excise and with the interests concerned whether a separate heading was needed and would be practicable.

FRIDAY, JULY 5

Advertising by overseas subsidiary firms

A Member who inquired what estimate had been made of the amount spent by overseas subsidiaries of British companies on advertising the sale of their goods, was told by Mr. Dell that no official estimate had been made, but a very rough estimate of £130 million a year was given in the report of a survey carried out by the Incorporated Society of British Advertisers, published in April 1968.

MONDAY, JULY 8

Cancellation of orders by Greek Government

A Member asked on what date and for what reason the Greek Government ratification of the Rolls-Royce and Metro-Cammell £4 million rolling stock order was withdrawn, and at what stage had the negotiations reached prior to this withdrawal. Mr. Dell answered: 'I would refer the hon. Member to the answer to a Private Notice Question on July 3 (see above) when my right hon. Friend said that he had had no confirmation of the loss of any export order to Greece. This is still the position.

'I understand from the British companies concerned with the order to which the hon. Member refers that their Greek agent was told on June 28 that their offers of equipment would be considered by the National Economic Council the following week with a view to ratification. On July 1, however, the agent was told by the office of the Minister of Co-ordination that the ratification of this business could not be proceeded with. He has since been informed that the offers are still under consideration and the companies concerned are seeking to clarify the position in discussion with the Greek Authorities.'

A General Agreement on Tariffs and Trade

The President was asked to publish a list of waivers of the most-favoured-nation clause and other derogations from the rules of the General Agreement on Tariffs and Trade which have been granted since its inception in 1947. Mrs. Dunwoody said a list of waivers from the most-favoured-nation and other clauses of the General Agreement on Tariffs and Trade granted since 1947 was contained in pages 229-232 of the Fifteenth Supplement to the Basic Instruments and Selected Documents of the GATT dated April 1968 (a copy of which was in the Library). There had been no subsequent waivers to date.

Industrial development certificates

Answering an inquiry on Board of Trade policy of not revealing the number of industrial development certificate applications refused in congested areas, the President said: 'Yes. I have now decided to publish annually statistics of applications for industrial development certificates which have been refused.' The first figures would be available in the Annual Report by the Board of Trade under the Local Employment Acts for the year ended March 31, 1968, which would be published in the near future. They would give the numbers and area in square feet of applications refused in each standard Region for the year 1967/68. The President continued: 'I am also arranging for an article to be published shortly in the *Board of Trade Journal* giving further information about this new statistical series. I must, however, emphasize that for reasons that will be explained in the article to which I have referred, figures of IDC refusals can be very misleading and must be interpreted with caution. In particular they are not a precise measure of the way the IDC policy is being administered in particular areas.'

United Kingdom trade

A Member asked for a table of figures giving in £ sterling for each six months since October 1964 the national exports fob and imports cif, exports to the sterling area, the European Economic Community, the European Free Trade Association, and North America, giving separate figures for exports of manufactures in general and machinery and transport equipment in particular; and giving the volume of exports and imports on a percentage basis taking October 1964 as equalling 100. Mr. Dell gave the information in *Hansard* (cols. 21-24).

TUESDAY, JULY 9

Monopolies Commission report on banks' mergers

In reply to a Member who asked whether the report of the Monopolies Commission into the proposed mergers of Barclays, Lloyds and Martins' Banks had been received, the President said: 'I received the report on the proposed mergers on July 8. The report, which will be published as soon as possible, recommends against a merger of the three banks, or of Barclays and Lloyds together, by a majority of six to four. This does not constitute the two-thirds majority which is required under the Monopolies and Mergers Act to enable me to exercise the statutory powers to prevent a merger. The Government, however, note the fact that a majority of the Commission was opposed to the merger and they will study the report in order to reach their own conclusion and decide what action is needed. Account will be taken of comment on the report and of any representations made by the banks. I cannot anticipate the decision of the Government on the issue but I realise that a prolonged period of uncertainty would be undesirable and I shall make an announcement as soon as possible after publication of the report.'

New Books

Plastics Markets: Portugal. (59 pages. Industrial Export Surveys, Central Africa House, 35 Great Peter Street, London SW1. £10.) Information on the plastics markets of European countries is generally scattered in a number of different sources and this survey, the latest in the *IES Market Monograph Series*, is therefore particularly useful. It covers export opportunities for manufacturers of primary plastics materials in Portugal, where imports of plastics are growing at a rate of 19 per cent a year and are now worth over £10,000,000 a year. The report lists the type and quantity of plastics materials that Portuguese manufacturers require, giving current prices paid and the origin of present supplies. The size and structure of the market for each type of plastic is also described together with information on local production, demand trends and statistics of imports by products. The data contained in this study was obtained by a team who visited Portugal for local investigations and interviews with the major users of plastics materials.

Australian Trade Policy 1942-1966: A Documentary History, by J. G. Crawford. (641 pages. Longmans. £5 5s.) gives an account of the development of Australian trade policy since World War II and of changes in the international and domestic framework within which it has been conducted. Topics covered include the dramatic growth of Australian trade with Japan and North America, the use of import controls during the fifties, changes in Australian tariff policies and procedures, trade problems posed by the needs of the less developed countries, and the impact on Australia of new international institutions such as GATT, UNCTAD, the International Monetary Fund, and the World Bank, and of the emergence of regional blocks such as the European Common Market. The book consists of documents and commentaries. The documents give the content of government trade policies as outlined in statements by Ministers in *Hansard*, the press and elsewhere, in parliamentary and other official papers, and in statements by government officials. Some important non-official documents recording comments on policies are also included. The extensive commentaries not only draw attention to significant aspects of the documents but also fill out the story. They reveal gaps in our knowledge in certain areas of trade policy and so point to possible avenues of research for economic historians.

Pakistan's Development: Social Goals and Private Incentives, by Gustav F. Papanek. (377 pages. Harvard University Press. Distributed in the United Kingdom by Oxford University Press. £4 5s.) The economic growth of Pakistan, particularly since 1958 has been a greater success than many observers had predicted. The main purpose of this book, written under the auspices of the Havard University Centre for International Affairs, is to analyse the reasons for this achievment, which depends largely on a successful combination of private incentive and government intervention. Dr. Papanek, a former adviser to the Pakistan Planning Commission and currently Director to the Harvard Development Advisory Service, concentrates his attention on industry, crop production, government policies and investment, and makes use of his sample survey of Pakistan's industries. A statistical appendix contains several tables specially compiled for this book with explanatory notes, and there is also a bibliography of 179 items. Trade is not discussed in this book. Readers who require a study focusing on the internal and external aspects of commercial and financial arrangements, and their relations to Pakistan's economic development programmes, should refer to *Trade, Finance and Development in Pakistan*, by J. Russel Andrus and Azizah F. Mohammed. (Oxford University Press. £2 5s.)

Four Case Histories of Overseas Marketing by British Firms. (45 pages. Royal Society of Arts, John Adam Street, Adelphi, London WC2. 5s.) The four case histories were awarded BETRO prizes by the Royal Society of Arts. The companies dealt with in these case histories are: G. B. Britton and Sons (Holdings) Ltd., (manufacturers of Tuf and Gluv moulded shoes); Cooper Electric Ltd., (stress relieving specialists); P. & C. Garnett Ltd., (manufacturers of textile and associated machinery); and finally, an anoymous company which manufactures and markets synthetic fibres.

Business Fluctuations in a Dynamic Economy, by Louis A. Dow. (688 pages. Prentice Hall International. £4 13s.) 'gives a fairly rigorous introduction to the analysis of business cycles, economic growth, and the interaction of the two. As the author demonstrates, an understanding of the sources and patterns of the business cycle and of economic growth is vital to those who would study or control economic development. This book demonstrates that the present dichotemy of 'business cycle anaylsis' and 'intermediate macroeconomic theory' is misleading. Defining the uses and limits of this approach, the author shows how the two complement each other to present a more complete analytical picture. Generally patterned on the historical development of economic growth analysis, the book appraises past and present theories and the relationships between them. Classic theory, business cycle analysis, Keynesian and post-Keynesian models all come under close scrutiny. The book concludes by surveying the as-yet-unanswered borderline problems in economic growth and business cycle analysis, pointing the directions for further study and research' – Dust jacket.

Public Sector Economics: Papers Presented at the 1967 Section F Meeting of the British Association for the Advancement of Science, edited by A. R. Prest. (206 pages. Manchester University Press. £1 17s. 6d.) These papers deal with various aspects of the subject of public sector economics. They contain an analysis of the following subjects: major developments in this field of budgetary and fiscal policy in the United Kingdom in the post war period; the main current issues in central government taxation; the measurement of efficiency in government spending; the problems of local authority capital finance; pricing, investment, and incomes and prices policy; and finally, regional economic planning. These papers written by authorities in their respective fields will be of interest to both the specialist and the intelligent layman.

Public Policies and Private Investments, by F. Helliwell. (238 pages. Oxford University Press. £2 10s.) is intended for academics, civil servants, and businessmen interested either in business investment decisions or in the effects of public policies on those decisions. The first chapters presents a theoretical framework in which one can examine the investment and financing decisions of large corporations, taking account of the uncertainty under which such decisions are made. The framework is then used as a basis for assessing the effects of investment allowances, investment reserve schemes, monetary policies and special tax measures relating to industrial research and the development of extractive industries. Several chapters use empirical evidence derived from detailed case studies and an extensive mail and interview survey of decision-making in large Canadian corporations.

British Office Standards: A Survey of Office Methods. (29 pages. Black Arrow Leasing Ltd. 93-97 Stanley Road, Liverpool 20. 10s.) In some parts of the country the annual office staff turnover is at the rate of 50 per cent. This is becoming a major problem for management. This report, based on completed questionnaires from 905 companies, tries to establish the conditions of work in various firms on the assumption that these affect staff loyalty. It gives a breakdown, by region and by type of industry, of the main problems, such as pay, recruitment methods, sickness benefits and the provision of refreshments. The majority of firms complain about the lack of interest office staff take in their work, and how they prefer to change their employment rather than take on further responsibilities.

Export Marketing Partnerships. (12 pages. Available free from the Institute of Marketing, Marketing House, Richbell Place, Lamb's Conduit Street, London WC1.) Export Marketing Partnerships is a non-profit-making organization sponsored by the Institute of Marketing, and receiving a grant from the Board of Trade. Its function is to act as the focal point and catalyst in bringing together, in a partnership aimed at increasing exports, pairs of companies, of which one has established contacts and experience in exporting, and the other is confined to the home market by lack of experience in international marketing. This booklet traces the development of the scheme and describes its operation.

The introduction of the electronic computer into offices is so recent a development that evidence of the effects is only now becoming available. **Office Automation in Social Perspective: The Progress and Social Implications of Electronic Data Processing,** by H. A. Rhee. (242 pages. Basil Blackwell, £2 2s.) draws on a wide range of case studies, on published and unpublished investigations which are either academic or official, and on the author's first-hand inquiries in a number of countries. It evaluates the evidence, shows the conclusions that can be drawn, and indicates future areas of research. The main purpose of this book is to clarify the implications for the individual, groups and society as a whole of the introduction and use of computers in offices. In order to achieve the necessary social perspective the author discusses the technical, economic, and historical aspects of the subject, provides statistics where necessary, and takes care to define technical jargon. This publication is aimed at both the intelligent layman interested in contemporary social issues, and the social science and automation specialist.

Most modern industrial or commercial organizations recognize the efficient control of supplies and materials as a management function of maior importance, calling for extensive knowledge of allied fields and application of the latest techniques in planning, programming and analysis. **Supplies and Materials Management,** by H. K. Compton. (437 pages. Business Books. £5 5s.) sets out to survey the whole sequence of operations and, in the process, demonstrates how a supplies division can be fitted into various sizes and types of industrial and commercial activity, and what economies may be expected from its efficient operation.

Correction to New Books *Board of Trade Journal*, vol. 194, No. 3719, June 28, 1968, p. 1928.

The Shipbuilding and Ship Repairing Council have notified the *Board of Trade Journal* that **Statistics of Production and Productivity in the Shipbuilding Industry: a Report of a Working Party of the Council** is only available to members of the shipbuilding industry. It is available free of charge to all members.

Think of industrial building.
Think of all the planning, the designing, the erection. Think of finding the site and arranging the finance.

Think of HENRY BOOT.
HENRY BOOT does it all.

Henry Boot

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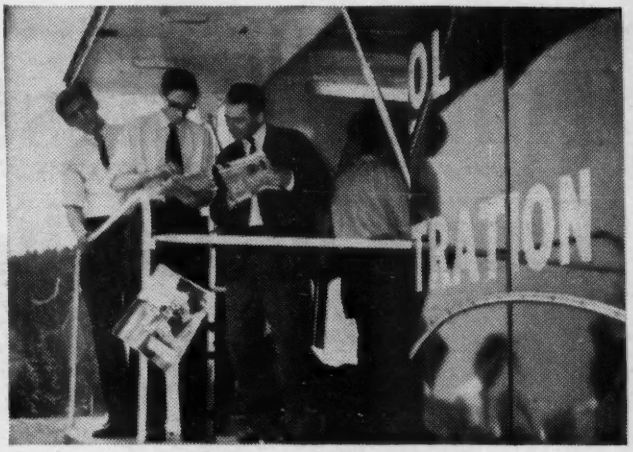
A MEMBER OF THE HENRY BOOT GROUP

J. Dring Limited, the Portsmouth group of packaging and printing companies, has just completed a large order of display outers for the new Baby Royal balm on behalf of United Africa Chemists Limited. The order is exported for local packing. Photograph shows: (left) Mr. D. G. Rides, product manager for United Africa Chemists examining the first run of the new job with (centre) Mr. J. A. Philips, an executive of Dring and Mr. J. Morgan, machine overseer.



The Sheffield Twist Drill & Steel Company Limited's machine tool demonstration van seen at one of its stopping points during an eight weeks tour of Eastern European countries. The Dormer team of technicians and linguists crossed 12 frontiers in their 4,000 mile journey and visited Hungary, Czechoslovakia, Poland and East and West Berlin. Dormer machine tools were demonstrated to hundreds of Engineers in a total of 55 factories and 15 university and research and development establishments. A great deal of interest and enthusiasm was shown in the range of machine tools exhibited and inquiries for £70,000 of equipment were received. To back up this pioneering effort the company will be exhibiting a comprehensive range of Dormer products at the Brno fair in Czechoslovakia this autumn.

E R

By Order of the Secretary of State for Defence

R.A.F. No. 35 M.U. H.Q. Nos. 1 & 5 Sites, Officers' Mess and Recreation Ground, Heywood, Lancs.

SALE BY AUCTION

(2-4 LOTS)

29th October, 1968

Over one million sq. ft. single storey buildings

ERS&K EDWARD RUSHTON SON & KENYON

12 York Street, Manchester, 2.
061-236 1937

and at London — 01-588 4601

Simon-Carves Chemical Engineering Ltd. are sending all materials and equipment for a polyester plant being built at Adana in south-west Turkey, by British Rail train ferry service. Previously shipped through the Mediterranean, a three-week journey, Simon-Carves in conjunction with forwarding agents Militzer and Munch of West Germany and Mory & Co. Ltd., London, have planned a route which reduces delivery time to two weeks – from the London International Freight Terminal. Seen in the picture are (left to right) Mr. M. Marr, Mr. A. Mayhew (of Mory & Co.), Mr. H. Oerthel (Militzer & Munch), Mr. G. Perry (Simon-Carves) and Mr. Y. Sunol (general manager SASA, Adana, Turkey) at LIFT from where the first consignment is being despatched.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
July 16-19 .	Earth Moving and Lifting Equipment, Vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham, (Tel. 54272.)

600 saloons and limousines and estate cars including, Morris 'Oxford Farinas', 'Minors' and 'Mini Minors'; Ford 'Zephyrs' and 'Populars'; Hillman 'Huskys'; Austin 'Cambridge Farinas'; Standard 'Ensign' saloons and estate cars; 125 Land Rovers; coaches; ambulances; heavy duty trucks; tractors; breakdown vehicles including, AEC 'Matadors' and 6-wheeled trucks; Diamond 'T' heavy duty tractors; Thornycroft 'Mighty Antar' 85-ton tractor; Thornycroft tractors fitted fifth wheel; Leyland 'Hippos'; Scammell breakdown trucks; Albion 10-ton trucks; 65 Daimler scout cars; Hydraulic tippers including, AEC and Albion 10-ton 3-way; Humber signals vans; mobile tankers; trailers 10 cwts to 50-tons; 30 Ford 'Thames' (Series ET6) personnel vans 5-ton; and many other types of load carrying and dual purpose vehicles; 2,500 tyres including 2.75 x 21, 3.25 x 19, 4.00 x 19; 5.50-5.90 x 15, 10.50 x 16, 10.50 x 20; excavators by Blaw Knox and 'BK 50' Ruston Bucyrus '19 RB'; mobile cranes by Coles, Neals and Ransomes and Rapier; Fowler 'Challenger' angledozers; road rollers; graders; dumpers; loading shovels; scrapers; fork lift trucks; roadsweepers; plant ancillaries and spares including hydraulic back acter units, rollers, track chains, winches, bearings, blades etc.; 100 motor cycles by BSA, Douglas, Matchless, Triumph and Velocette.

July 18 .	Aircraft Equipment and Miscellaneous Stores	The County Hall, Botchergate, Carlisle . .	Harrison & Hetherington (Dept.L), Botchergate, Carlisle. (Tel. 26292.)

1,500 GS haversacks; Leyland 10-ton truck; radar trailer van bodies with electric motors; Wolf valve refacing and bench grinding machines; Black & Decker and Wolf electric drills; various hand tools; radio receivers; clocks; watches; binoculars; various electrical equipment and spares; cable pack and drum assemblies; aircraft equipment and spares; measuring instruments; MT spares; 2-way wooden pallets; various paints; magnetic recording tapes and large quantities of miscellaneous general stores.

July 25 .	Miscellaneous Equipment and Stores . .	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Barrows and trucks including 85 mechanical handling and lifting trucks; 4-ton and other lifting jacks; fire pump trailers; corrugated galvanised sheets 6 ft. by 2 ft. 8 in.; 7,700 steel helmets; steel tanks 25 ft. by 3 ft. by 3 ft.; dishwashers; bread and butter machines; launching bridles; fibre glass in sheets and rolls; 5 in. steel tubing; office safes; wireless equipment; MT spares; oil fuel hoses; carpets and rugs; greatcoats; BD blouses and trousers; ankle boots; shoes; blue serge jackets and trousers; woollen jerseys; twill trousers; raincoats; tentage; suitcases; blankets; woollen and mixed rags (10 tons); groundsheets; pneumatic covers; kitbags; blankets; sheets, pillow cases; table linen; kitchen and galley aluminium and china ware; cutlery, 100 wooden casks; miscellaneous electrical equipment including, motor alternators; generators; transformers etc.; furniture including, chests of drawers, secretaires; cupboards, chart tables, tubular stacking chairs, steel lockers and 276 school desks, wardrobes etc.

July 30-31 .	Miscellaneous General Stores . . .	Central Ordnance Depot, Bicester, Oxon .	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.)

Machine tools including, lathes; milling and drilling machines; hacksaws; hand tools; electrical, engineering, wireless, generator and vehicles spares; concrete mixers; diesel engines; compressors; generating sets; rope and pulley blocks; furnaces; presses; cross cut saws; large quantities of tentage and camping equipment; sea kit bags and haversacks; heavy duty gloves; leather gauntlets; leather ankle boots; women's leather shoes, skirts and stockings; jerkins; khaki shirts; dressing gowns; greatcoats; jackets, trousers and other clothing; cloth etc.; large quantities of tyres; oil cans; wickless stoves; paint; furniture including, tables; cabinets; lockers; dressing chests; kitchen utensils etc. and a large quantity of miscellaneous equipment.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

VEHICLE SALE AT RUDDINGTON

The following items are included in the Ministry of Defence Auction Sale to be held at Ruddington on July 16-19, 1968. Approx: 65 DAIMLER SCOUT CARS; 30 FORD 'THAMES' (Series ET6) PERSONNEL VANS; Approx. 2,500 COMMERCIAL, CAR, MOTOR CYCLE AND TRACTOR TYRES. The majority of which are unused or remoulds. ALSO A THORNYCROFT 'MIGHTY ANTAR' 85-ton TRACTOR 6 by 4 FITTED METEORITE 8 CYL. ENGINE. 2 GEAR BOXES GIVING 12 FORWARD SPEEDS and 3 REVERSE, POWER STEERING, AIR BRAKES AND DARLINGTON 15-ton WINCH. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers, Walker, Walton & Hanson, Byard Lane, Bridlesmith Gate, Nottingham, NG1 2GL.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sales to be held at PLYMOUTH on July 25, 1968. and at BICESTER on July 30-31, 1958. They will be sold by sizes, most lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers: Woolland, Son & Manico, Kinterbury House, St. Andrew's Cross, Plymouth (Plymouth Sale) and Midland Marts Ltd., Market Square, Bicester, Oxon, (Bicester Sale).

MECHANICAL HAND LIFT TRUCKS

85 YALE, YALE/BLUE STREAK AND YALE/ZEPHYR MECHANICAL HANDLING AND LIFTING TRUCKS, LOADING CAPACITY 1,000 lb. and 2,500 lb. are to be sold at the Ministry of Defence Auction Sale to be held at PLYMOUTH on July 25, 1968. Catalogues, price 1s. 0d. (postal order only) are available from the Auctioneers; Woolland, Son & Manico, Kinterbury House, St. Andrew's Cross, Plymouth.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+ 96(1)	— 48	—33	+10
1966 4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967 1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	170	165	132	102	172	125	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	136	172	168	134	104	172	125	164	207	194	+ 35 (1)	— 33	+ 5	+ 2
1968 1st quarter		137				106		118	185				—128	+ 1	+46
1967 November		135				104									
December		138				105									
1968 January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May						100									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	120	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—514
1966 4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967 1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—370
1968 1st quarter	142*	117*	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter					123·0*	141·2*		550	180				
1967 November	145	109	120·4	+1·9	116·1	135·9	179·8	536	181		180	125	
December	143	114	121·2	+2·5	121·9	136·5	180·3	538	188		190	164	
1968 January	143*	114*	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143*	116*	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142*	117*	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142*	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May			124·9	+4·6	122·2*	141·2*	185·8	545	181		207	178	
June					123·2*	141·3*		569	178				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for May

IN MAY the import unit value index fell by one point to 121 (1961 = 100), 10 per cent above the level recorded last October. The unit value index for exports rose by ½ per cent, though in rounded terms the index remained at 122, the same as in April and 6 per cent higher than before devaluation. The terms of trade rose by a point to 101.

The fall in the import unit value index in May was the first indication of a change from the sharp rise in import prices following devaluation. Although there may still be some increase from devalution to appear, other changes in prices due to market prices are beginning to have a greater influence. The easing back in the total index for imports in May mainly reflected a decrease of 3 points in the index for manufactured goods partly offset by an increase of 1 point in the basic materials index. The fall in the manufactured goods index is mainly due to fall in the prices of imported copper as a result of settlements of labour disputes in the United States copper mines. Within the group of manufactured goods, unit values of semi-manufactures, which includes non-ferrous metals, were 4 per cent lower in May but on average unit values of finished goods were a little higher. The rise in the basic materials index was spread over all the main commodities. There was no change in the import unit value index for food, beverages and tobacco, and fuels.

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	IMPORTS					UNITED KINGDOM EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 79	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	87	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	111	102	99	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
1967 January	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS, *continued*

The increase of ½ per cent in the export unit value index was spread over all classes of exports with the exception of chemicals where the index was unchanged, and the other manufactured goods index which fell by 1 point.

The seasonally adjusted export volume index at 129 in May was 0.8 per cent lower than April and 4.5 per cent lower than the index in the first quarter of this year. This was due to the effect of the carry over from the dock strikes which inflated the export figures in the early months of this year. The recent run of figures shows increasing evidence of a useful rise in the underlying rate of exports. The volume index for imports rose by 1.4 per cent in May and remained unchanged compared with the first quarter of 1968. There are indications that imports have levelled out in recent months following a sharp rise after devaluation.

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130

Government Publications

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Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 68	7	
Weights	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1966 1st quarter	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter	*121*		*99*	*199*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*166*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter	*146*	*144*	*113*	*109*	*165*	*190*	*186*	*135*	*146*	*134*	*167*	*105*	*120*	*130*	*152*
1967 January	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June	*131*	*130*	*107*	*99*	*137*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January	*141*	*140*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*
March	*146*	*145*	*116*	*108*	*164*	*190*	*187*	*131*	*136*	*131*	*173*	*101*	*119*	*124*	*150*
April	*144*	*143*	*108*	*115*	*174*	*182*	*179*	*130*	*130*	*131*	*164*	*102*	*118*	*126*	*154*
May	*146*	*143*	*109*	*113*	*170*	*192*	*184*	*129*	*134*	*129*	*167*	*106*	*112*	*127*	*137*

Cinema admissions and takings in March and April

DURING MARCH, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 4.98 million and the weekly average of gross box office takings was £1.17 million. The weekly averages of admissions and gross box office takings in April, counted as a four week period, were 5.20 million and £1.19 million respectively.

'Economic Trends' for June

THE JUNE issue of *Economic Trends*, published on July 3, contains, in addition to the usual tables and charts and the monthly article on the economic situation, full details of the United Kingdom balance of payments in the first quarter of 1968.

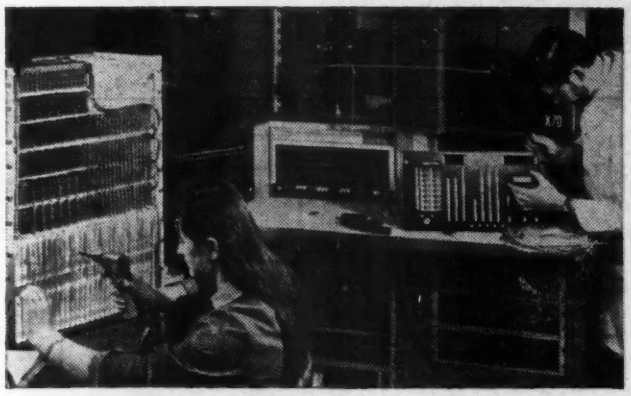
There is also an article, with tables, on the balance of payments of the overseas sterling area in the fourth quarter and year 1967.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ende Friday, July 5, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Pathe Pictorial Series 703/715:					
Pathe Pictorial No. 706	Br/E 33291	8	July 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 707	Br/E 33292	8	July 3	" "	" "
Pathe News 68-53	Br/E 33383	8	July 5	" "	" "
Pathe News 68-54	Br/E 33384	7	July 5	" "	" "
Movietone News 2038	Br/E 33331	8	July 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2038A	Br/E 33332	9	July 5	" "	" "
			FOREIGN		
Vengeance of the Vikings	F 33289	87	July 2	Miracle Films Ltd.	Nike Cinematografica, Rome and Asfilms S.A., Madrid.
The Fantastic Three	F 33290	93	July 2	" "	Cinesecolo, Rome and Parnass, Monaco.
Villa Rides	F 33293	123	July 4	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp.

AMENDMENT TO THE REGISTER:
The title of the film 'Kaleidoscope' (Br/E 31626) registered on September 9, 1966, has been amended to 'The Bank Breaker'.



Operatives at the Luton factory of George Kent (Petrochemical) Ltd., assembling a 'complete package' K70 direct digital control system for computer control of industrial processes. The company have received a second order for the system from Rhone-Poulenc for installation in South Eastern France and also report considerable interest in the system by other manufacturers and universities throughout Europe.

Orders in the footwear industry

ORDERING IN THE FOOTWEAR industry continues to be buoyant; in the three months ending May net new orders received by footwear manufacturers were 14 per cent more than in the corresponding months of 1967. Although showing an increase of 6 per cent in the March-May period over the same period last year, deliveries failed to keep pace with net new orders with the result that the order books lengthened again during May and at the end of the month were 24 per cent more than at the end of May 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8		16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
1967 March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July	34·7	7·3	14·5
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	22·3	18·2
March	46·0	22·8	18·4
April*	51·3	20·1	14·8
May*	55·3	20·5	16·5

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

WHOLESALE PRICE INDEX NUMBERS

Higher output prices in the second quarter

OUTPUT PRICES of home market sales of manufactured products, which increased by 2 per cent in the first quarter of 1968, rose by less than 1 per cent in the second quarter. In the last two months there was little change, and the provisional June index was less than ½ per cent higher than in April.

After decreases in April, prices of basic materials and fuel used in manufacturing industry rose by over ½ per cent in June, back close to the April level. This rise in the provisional index was mainly attributable to a reversal of the declining trend in copper prices, and higher prices for imported wheat and home produced pigs accounted for most of the remainder of the change.

Materials and fuel used in broad sectors of industry

For the food manufacturing industries, the basic materials and fuel index rose over ½ per cent in June, and there was a similar increase in the textile industries, due largely to higher raw wool prices. In the engineering group, higher prices for copper, aluminium and rubber contributed to increases of much the same magnitude. There was little change in other sector indices in June, except for a fall of ½ per cent in the chemicals and allied industries index, affected by lower prices for palm kernels and palm oil.

Output of broad sectors of industry

Compared with the previous month, changes shown by the provisional output price indices for June were slight except in the food manufacturing industries, where there was an ½ per cent increase. Compared with the first quarter of 1968, price indices for home market sales moved upwards in all sectors in the second quarter. Increases ranged from under ½ per cent in the iron and steel industries to 1½ per cent in the food manufacturing and timber industries, and 1¾ per cent in the case of the paper industries.

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1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967			1968		1967			1968					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·5	108·6	113·6	120·6	118·9*	108·2	113·0	118·4	119·5	120·8	121·5	119·1	118·4*	119·2*
	Basic materials	102·7	102·6	108·3	115·9	114·0*	102·3	107·5	113·6	114·6	116·1	116·9	114·2	113·3*	114·3*
	Fuel	152·3	154·4	156·5	156·6	156·8*	152·0	156·6	156·6	156·6	156·6	156·6	156·8	156·8*	156·8*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	109·8	110·9	116·7	125·3	123·0*	109·6	116·1	121·9	123·3	125·7	126·8	123·5	122·2*	123·2*
	Basic materials other than fuel	102·2	103·3	110·0	119·8	117·0*	102·0	109·3	116·2	117·4	120·3	121·6	117·6	116·2*	117·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	105·6	103·7	107·5	110·8	110·8*	105·1	106·6	111·4	111·3	110·4	110·5	110·6	110·6*	111·3*
263 to 277	Materials and fuel used in the chemicals and allied industries.	115·6	116·9	119·0	124·9	125·1*	115·8	118·5	121·9	124·0	124·9	125·6	125·3	125·3*	124·6*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	146·1	146·7	150·9	156·9	153·7*	146·4	151·3	154·0	154·7	157·2	158·8	155·0	152·7*	153·4*
361	Materials and fuel used in the electrical machinery industry.	137·8	138·7	145·0	154·2	148·9*	138·1	145·7	149·0	150·2	155·4	157·2	150·8	147·6*	148·4*
Order X	Materials and fuel used in the textile industries	94·3	91·6	93·8	99·9	99·9*	94·0	92·6	98·3	99·6	100·1	100·0	99·9	99·6*	100·2*
Order XIV	Materials and fuel used in the timber industries	122·4	122·7	124·6	130·3	131·9*	122·4	123·4	127·5	129·4	130·1	131·1	131·5	132·0*	132·2*
Order XV	Materials and fuel used in the paper industries	113·6	113·8	115·8	119·2	122·1*	113·6	115·2	118·5	118·9	119·2	119·5	121·9	122·2*	122·2*
Order XVII	Construction materials	133·7	134·5	136·2	139·2	139·9*	133·7	136·0	137·5	138·3	139·2	139·9	140·0	139·8*	139·9*
Part of Order XVII	House building materials	134·7	135·7	137·7	141·4	142·5*	134·8	137·2	139·2	140·4	141·4	142·4	142·6	142·5*	142·5*

*Provisional figures.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967			1968		1967			1968					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June
Orders III to XVI	All manufactured products: Total sales	133·7	134·6	135·9	139·1	141·0*	133·6	135·7	136·9	138·0	139·1	140·2	140·9	141·0*	141·2*
	Home market sales	134·4	135·1	136·0	138·7	140·9*	134·2	136·0	136·5	137·5	138·7	140·0	140·7	140·9*	141·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	133·2	134·4	136·1	139·8	141·6*	133·2	135·7	137·2	138·6	139·8	141·0	141·5	141·6*	141·6*
	Home market sales	133·6	134·7	135·9	139·2	141·2*	133·5	135·9	136·5	137·9	139·2	140·6	141·1	141·2*	141·3*
211 to 229	Products of the food manufacturing industries: Home market sales	125·5	125·5	126·3	128·6	130·6*	125·2	126·0	126·6	127·4	128·8	129·7	129·9	130·6*	131·2*
263 to 277	Chemicals and allied industries: Total sales	108·8	110·0	110·6	114·7	115·9*	108·7	110·3	111·1	114·0	114·7	115·4	115·8	115·9*	116·0*
	Home market sales	109·9	111·0	111·6	115·7	117·0*	109·7	111·5	112·1	114·9	115·7	116·5	116·9	117·0*	117·1*
311 and 312	Iron and steel industries: Total sales	136·4	136·7	137·3	138·1	138·5*	136·6	137·4	137·6	137·8	138·1	138·4	138·5	138·5*	138·5*
	Home market sales	142·1	142·1	142·5	142·9	143·4*	142·1	142·6	142·6	142·7	142·9	143·2	143·4	143·4*	143·4*
Orders VI to IX	Engineering and allied industries: Total	139·6	140·6	142·2	145·3	146·7*	139·8	141·9	143·5	144·4	145·3	146·1	146·7	146·7*	146·8*
	Home market sales	137·2	137·9	139·3	142·6	144·1*	137·1	139·3	140·3	141·4	142·6	143·7	144·1	144·1*	144·2*
Order X	Textile industries other than clothing: Total sales	113·7	112·6	113·0	115·9	116·6*	113·3	112·5	114·1	115·5	116·1	116·1	116·5	116·6*	116·7*
	Home market sales	111·2	110·6	111·2	114·0	114·7*	111·1	110·9	112·4	113·6	114·0	114·3	114·5	114·6*	114·9*
Order XII	Clothing and footwear: Home market sales	120·3	120·5	120·7	121·6	122·2*	120·4	120·7	120·7	121·3	121·6	121·8	121·9	122·2*	122·4*
Order XIV	Timber industries: Home market sales	125·3	125·4	126·0	131·1	133·1*	125·3	125·5	127·0	129·9	131·3	132·2	132·7	133·1*	133·3*
481 to 483	Paper industries: Home market sales	120·7	120·9	120·3	126·2	128·4*	120·8	120·2	120·3	124·7	126·4	127·6	128·4	128·4*	128·4*
Order XVII	New construction‡	142	143	143	145		142		143			145			

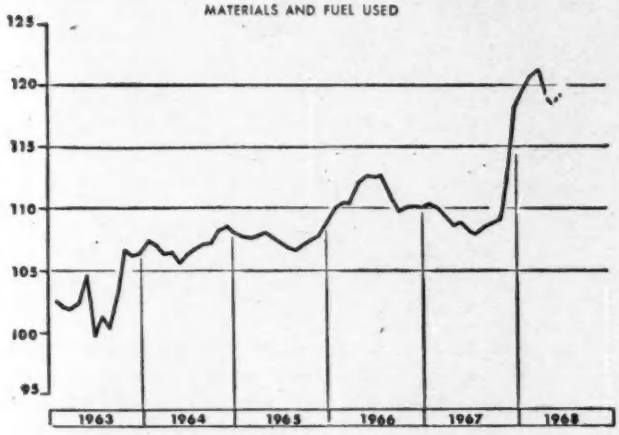
*Provisonal figures. ‡Index of building costs figures relate to average for the quarter.

(Continued on next page)

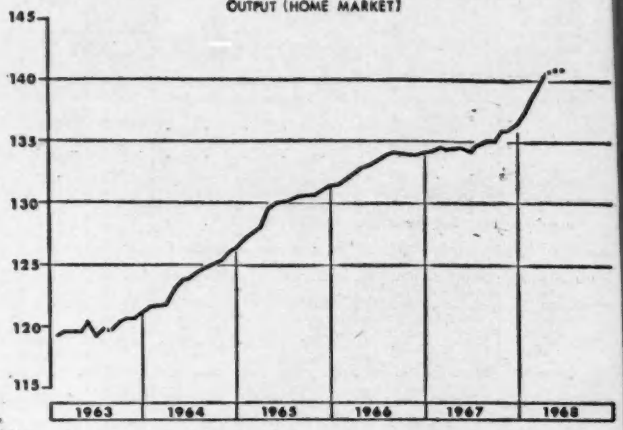
WHOLESALE PRICES INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

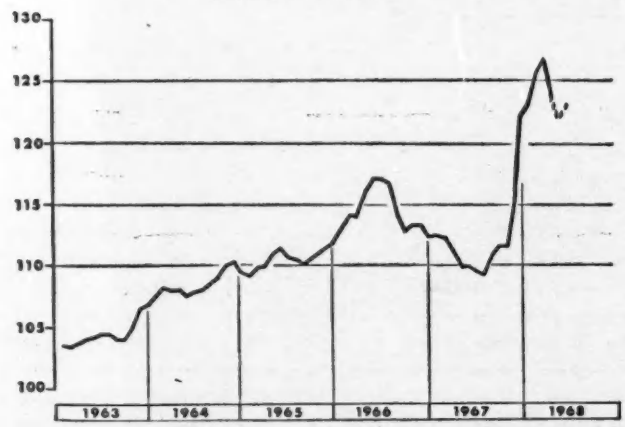


OUTPUT (HOME MARKET)

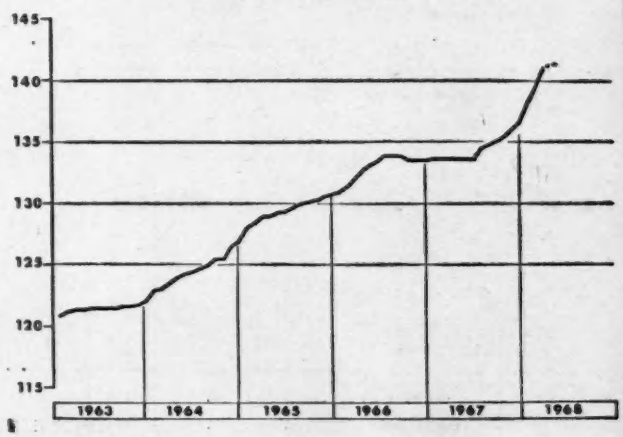


MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED

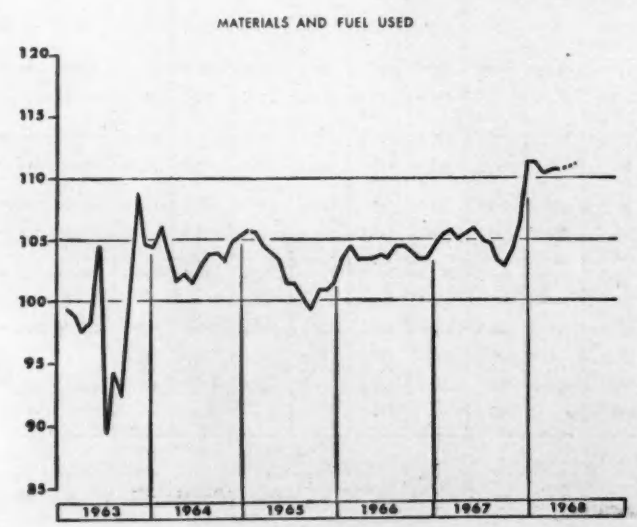


OUTPUT (HOME MARKET)

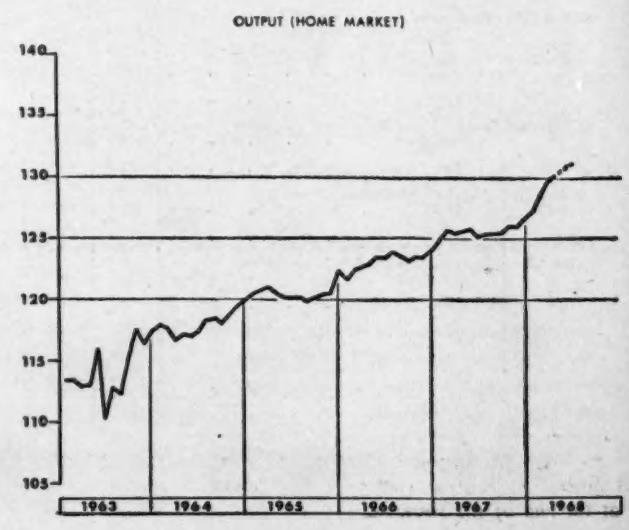


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



OUTPUT (HOME MARKET)



3(a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968 (monthly averages)

	1967		1968		
	June	Dec.	April	May	June
Coal†	168·4	174·9	174·9	174·9*	174·9*
Slates	183·9	180·9	189·0	189·0	189·0
Salt	123·3	123·3	123·1	123·1	123·1*
Flour	125·9	125·9	132·6	132·6	132·6
Sugar, refined	112·2	115·4	114·5	118·9	117·4*
Chocolate and sugar confectionery	113·6	114·1	118·5	120·3	120·5
Beer	136·5	136·6	137·0	137·0*	137·0*
Tobacco and cigarettes	154·3	154·3	158·7	158·7	158·7
Hard coke	186·5	186·5	186·5	191·2*	191·2*
Motor spirit, standard grade (including duty)	129·3	135·9	144·8	144·8	144·8
Medium fuel oil (950 secs.)	140·8	160·3	160·3	160·3	160·3
Lubricating oils and greases	131·2	135·6	142·3	142·3	142·3*
General chemicals	103·1	106·0	108·5	108·5*	108·5*
Pharmaceutical chemicals	57·3	57·8	58·3	58·3*	58·3*
Pharmaceutical preparations	103·1	103·2	104·8	105·0*	105·1*
Toilet preparations	148·9	150·3	158·7	158·7*	158·7*
Paint for building and decorating	116·5	117·0	117·9	118·7	118·8*
Soap	153·6	153·8	156·9	157·1*	157·3*
Soapless detergents	101·8	101·8	104·7	104·7*	104·7*
Synthetic resins and plastic materials	73·5	74·5	76·4	76·4*	76·4*
Steel sheets	137·9	137·1	137·1	137·1*	137·1*
Tinplate	129·8	128·3	128·9	128·9*	128·9*
Other steel goods (excluding tubes)	141·7	141·9	142·5	142·5*	142·5*
Steel tubes	151·9	156·9	159·2	159·3*	159·3*
Iron castings	156·4	156·4	157·9	157·8*	157·8*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·8	163·9	163·9	163·9	165·3
Rolled	142·2	155·9	155·9	155·9	157·5
Castings	155·5	162·2	162·2	164·0	165·7
Forgings	144·7	144·7	149·7	149·7	149·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	148·8	206·3	187·8	169·6	180·0
Photographic paper and films, etc.	125·6	134·6	145·5	145·5*	145·5*
Spectacles, etc.	140·4	141·3	141·4	141·4	141·4
Dental goods	148·9	153·6	159·8	160·3*	160·6*
Gramophone records	146·5	146·5	145·6	145·7	145·7*
Domestic electrical appliances	103·2	103·4	103·6	103·8*	103·8*
Perambulators, etc.	131·2	133·6	137·3	137·3*	137·3*
Tools and implements	157·4	163·7	169·3	170·2	170·5*

	1967		1968		
	June	Dec.	April.	May	June
Cutlery	140·0	141·1	143·2	143·0*	143·0*
Cutlery (other than razors and razor blades)	151·2	153·5	158·6	158·6	158·6
Spoons and forks	170·3	177·5	188·7	212·3	212·9
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	176·3	180·5	186·2	186·2*	186·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5*
Cotton yarn	97·7	109·6	112·9	113·5	113·5*
Spun rayon yarn	99·8	99·5	103·1	103·8	103·8*
Irish linen yarns (wetspun)	122·4	126·2	125·7	123·5	123·5*
Cotton cloth	105·3	112·5	116·6	117·2*	117·2*
Linen	139·2	141·4	142·0	142·0	142·0
Wool tops	72·6	71·9	71·9	71·3	72·9
Worsted yarns	94·0	93·0	93·9	94·2	95·6
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·8	105·1	109·4	109·0	109·8
Jute yarn	135·4	142·3	146·7	141·8	141·8
Jute piece-goods	147·6	147·0	147·0	147·0	147·0
Rope, twine and net	118·5	120·0	120·6	120·6	120·6*
Hosiery and other knitted goods	102·7	102·1	102·1	102·4*	102·4*
Carpets and rugs	131·8	131·8	132·0	132·0*	132·0*
Canvas goods and sacks	107·0	106·1	104·5	104·5*	104·5*
Leather for footwear	123·3	125·9	129·1	129·7	129·7*
Travel goods	138·2	138·4	141·4	141·4	141·4*
Made-up clothing	119·6	119·8	120·9	121·0*	121·2*
Weatherproof outerwear	107·3	107·6	107·9	107·9*	107·8*
Men's and boys' tailored outerwear	122·4	122·5	122·6	122·9*	123·0*
Women's and girls' tailored outerwear	117·8	117·9	119·4	119·4*	119·5*
Women's and girls' light outerwear	118·2	118·0	119·7	119·7*	120·1*
Footwear (excluding rubber)	120·8	121·1	122·5	122·9*	122·9*
Refractory goods, including bricks	150·3	153·0	159·5	159·5	159·5*
Non-refractory goods, including bricks	133·8	137·1	140·5	140·6*	141·1*
Building bricks, common, other than fletton, *ex works*	141·6	144·9	148·6	149·0*	149·0*
Building bricks, fletton, common, *delivered*	120·0	123·5	130·2	130·2	132·2
Electrical porcelain	137·6	137·6	139·8	139·8*	141·0*
Domestic china and earthenware	161·9	165·4	171·4	171·4*	171·4*
Glass (other than containers)	142·7	144·5	147·0	147·0*	147·0*
Glass containers	130·7	129·3	130·2	130·2	130·2
Cement, delivered	128·0	132·0	132·0	132·0	132·0

*Provisional figure. †This index is based on prices ruling on the last day of the month.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

DEA Broadsheet on productivity, prices and incomes

THE DEA BROADSHEET No. 20 is now available. It is on the subject of productivity, prices and incomes.

To make certain that our exports can continue to expand we must ensure that rising labour costs do not cut into the price advantages our exports have gained by devaluation. This is why the Government have introduced a bill to strengthen their productivity, prices and incomes policy. This Broadsheet describes how the new incomes policy will work. DEA Broadsheets have a circulation of over 220,000, largely in industry, trades unions and places of education.

WHOLESALE PRICE INDEX NUMBERS, *continued*

3(a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967		1968		
	June	Dec.	April	May	June
Abrasive paper and cloth	132·1	134·4	143·8	143·8*	143·8*
Cast stone and cast concrete products	117·9	118·1	121·6	121·6*	121·6*
Home-grown hardwood	107·0	107·2	108·5	108·5*	108·6*
Joinery	141·2	147·3	154·0	154·6	154·8*
Domestic furniture	127·4	128·2	134·1	134·2*	134·3*
Bedding, etc.	119·4	119·1	125·0	125·3*	125·5*
Wooden boxes, packing cases, crates, etc.	130·0	128·7	134·8	135·5	136·3*
Paper and board	115·6	114·7	125·0	125·1	125·1*
Cardboard boxes, cartons and fibreboard packing cases	123·4	122·5	127·7	127·7*	127·7*
Wallpaper†	142·7	143·2	‡160·3	‡160·3	160·3
Paper bags	122·4	124·4	129·2	129·2	129·2*
Manufactured stationery	128·0	128·0	135·3	135·3	135·3*
Other manufactures of paper and board	115·7	116·5	124·7	124·7	124·7*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	122·7	124·2	128·2	128·7*	128·8*
Rubber footwear	135·4	139·3	142·2	142·2	142·2
Linoleum and felt base	151·4	151·4	164·8	165·4	166·5*
Brushes and brooms	145·7	145·7	153·3	153·3*	153·3*
Toys and games	132·6	132·9	137·0	137·2*	137·2*
Sports equipment	144·9	147·1	148·8	149·5	149·5*
Pens and pencils	116·2	116·4	120·9	121·2*	121·3*
Other stationers' goods	136·5	137·8	139·1	139·3*	139·5*
Plastic mouldings	108·1	107·8	110·5	110·9*	110·9*

*Provisional figure. †Revised figure for March 1968 = 160·3. ‡Revised figures.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967		1968		
	June	Dec.	April	May	June
Hides and skins	94·6	99·0	100·3	102·8	101·4*
Imported	106·1	110·4	108·2	109·8	107·4*
Native	77·3	81·9	88·4	92·2	92·5
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	146·6	146·6	146·6	151·4
Copper, ex-ship, wharf or warehouse‡	148·1	225·3	213·6	186·6	193·5
Lead, ex-ship, wharf or warehouse‡	85·8	97·6	103·0	104·2	104·6
Nickel, refined, delivered	144·3	185·4	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price‡	169·7	187·7	182·6	181·4	181·4
Zinc, ex-ship, wharf or warehouse	127·2	144·0	139·5	140·5	141·7
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	100·2	134·4	143·6	151·7	151·7*
Palm oil, c.i.f., in bulk	101·8	101·8	100·8	99·4	94·4
Whale oil, acid, soft, naked, ex-works	36·1	24·6	34·2	46·6	46·6*
Pyrites, c.i.f., United Kingdom ports	69·3	88·4	92·5	85·3	85·3
Rubber, No. 1 R.S.S. one month future	85·9	85·2	86·3	88·5	97·3
Sulphur, crude (for acid making), c.i.f.	122·9	128·1	145·2	145·2	145·2
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	154·0	189·3	178·2	178·0	177·4*
Cotton, raw	66·2	81·3	79·5	78·7	78·1
Jute, raw, P.W.C. grades, c.i.f. Dundee	165·4	173·0	162·9	163·9	168·4
Jute, raw, P.W.B. grades, c.i.f. Dundee	152·7	160·3	148·4	149·0	153·2
Silk, raw, delivered mill	197·2	247·7	223·3	225·5	225·5*
Sisal, East Africa No. 1 Grade, c.i.f. London	79·1	82·6	81·7	84·3	89·9*
Wool, raw	77·5	74·9	78·6	78·0	79·1
Crossbred, medium and coarse, c.i.f. UK	80·5	64·6	63·2	62·7	68·1
Crossbred, fine, c.i.f. UK	80·8	76·7	84·7	80·6	81·6
Merino, c.i.f. UK	76·2	79·1	83·2	83·2	83·2
Timber:					
Imported hardwood (ex-yard or wharf)	120·0	130·6	136·7	137·3*	138·0*
Imported plywood (delivered to consumers)	111·5	120·6	123·6	124·0	125·8*
Imported softwood (delivered to consumers)	118·3	124·2	130·1	131·3	131·3*
Woodpulp, imported	100·5	107·7	†112·0	†112·6	112·9*

*Provisional figure. ‡L.M.E. means of buyers' and sellers' prices at close of morning session. †Revised figures.

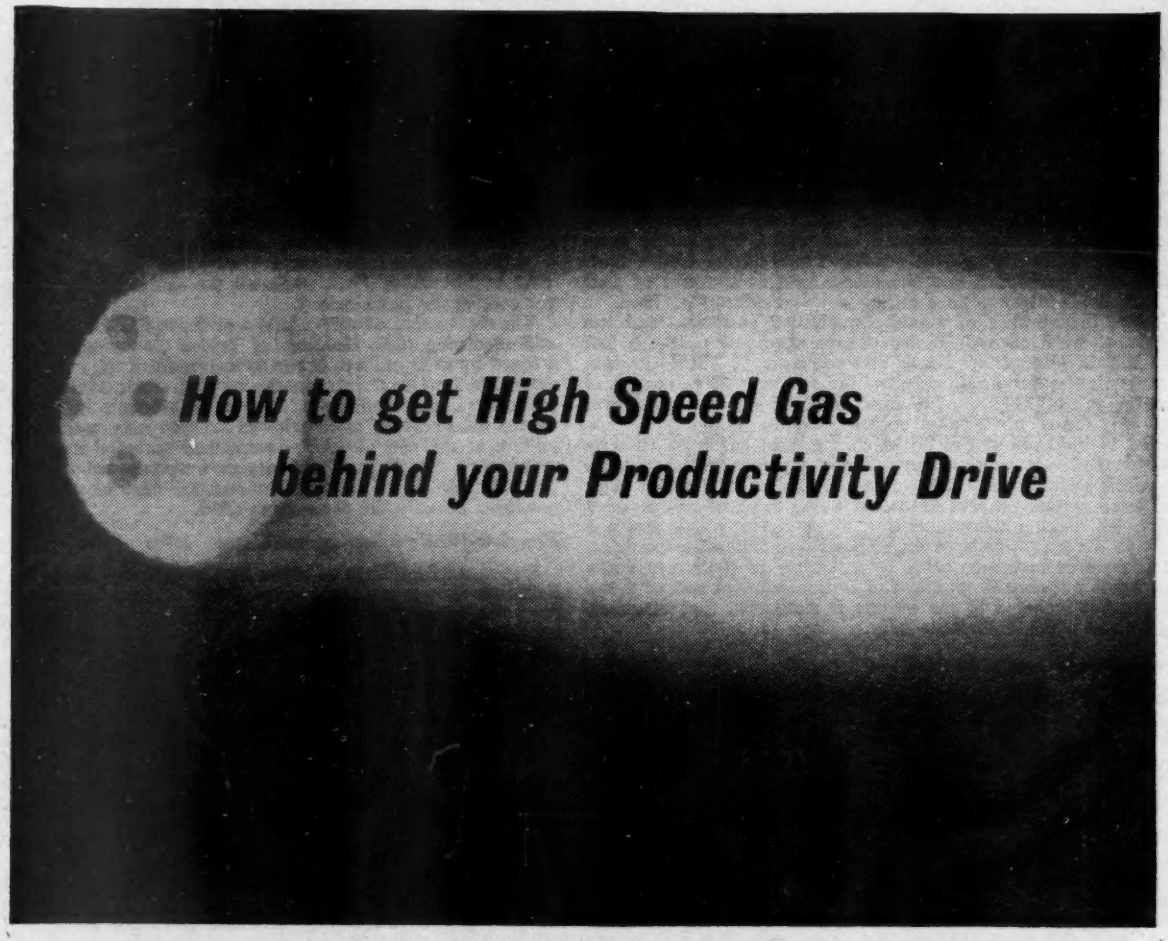
NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 23, 1968.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.



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HIGH SPEED GAS

Dependable Energy for Industry

Private pension funds in 1967

THIS ARTICLE, the sixth in the annual series, is concerned with the transactions and holdings of assets by self-administered private pension funds, that is funds of industrial and commercial companies and non-profit making bodies which do not operate their pension schemes through insurance companies. The article summarizes the investment by trust pension funds during 1967 (incorporating some revisions), and the assets held at the end of that year. It also gives transactions during the first quarter of 1968.

In 1967, the number of funds contributing statistics, and the size groups, were revised. Fuller details were given in the last annual article (*Board of Trade Journal*, July 7, 1967). In this article the figures for net investment in 1966 as well as for assets held at the end of 1966 are shown on both the old and new bases.

The 361 funds now fully contributing to the inquiry are estimated to hold about four-fifths of the total assets of all self-administered private pension funds. As in the results presented in the previous annual article, the tables provide estimates of all self-administered private pension funds, excluding those of co-operative societies, by making allowances for those funds which are not included in the sample or have not responded in full to the inquiries. These allowances have been made by assuming the pattern of holdings of funds not contributing in full to the inquiries and of those which are not included in the sample is similar to that of funds of similar size which contribute fully,

Transactions in assets in 1967

Estimates of total net investment in 1967 by private self-administered pension funds are shown in Table 1, together with separate figures for funds in three size groups (large – those with assets of over £25 million; medium – those with assets of between £1 million and £25 million; and small – those with assets of less than £1 million. Funds of Co-operative Societies are excluded from these estimates, but some information about them is given in a footnote.

The total net investment of private pension funds (excluding funds of co-operative societies) was £256 million in 1967, a drop of £11 million (4 per cent) on 1966. This compares with increases of 6½ per cent between 1965 and 1966 and 14½ per cent between 1964 and 1965 (on the old basis). The fall was most marked in the small funds, whose net investment fell from £26 million in 1966 to £17 million in 1967, a drop of 33 per cent compared with an increase of 9 per cent between 1965 and 1966. Net investment by medium funds was slightly lower than in 1966 (1965-1966 increase, 11 per cent) while large funds increased their net investment by 3½ per cent (1965-1966 increase, 2 per cent).

Net investment in public sector securities was up on 1966 (revised basis) by £2 million, from £27 million to £29 million; net investment by the small funds fell by £3 million and the medium funds increased their investment by £7 million. The proportion of total net investment made up by investment in public sector securities showed a slight increase on 1966. Company securities did not attract the same investment as in 1966, the total falling from £206 million to £178 million in 1967 and the proportion of total net investment fell from 77 per cent to 70 per cent. Debentures in particular did not maintain the 1966 level reflecting the fall in debenture issues in 1967, but ordinary shares rose from £109 million to £122 million, their share of total net investment increasing from 41 per cent to 48 per cent. There were some differences between the three sizes of funds; the small funds' investment in ordinary shares fell by £2 million, compared with 1966, the medium funds' investment remained constant, while that of the larger funds increased by £15 million. Other investments (mainly land, property and ground rents) increased in all the funds in 1967 to reach a total of £51 million compared with £26 million in 1966. The run down of cash and other short term assets held by the funds was especially reflected in large funds' holdings, and for all funds was concentrated in the first and last quarter of 1967, when the major part of the year's investments was made.

Holdings of Assets

In Table 2 is shown an analysis of holdings of various types of assets at the end of 1967 with comparable figures for 1966. As mentioned earlier comparisons with years before 1966 are effected by the alteration in the sample. Owing to the fact that the majority of the funds value their assets at market prices the figures shown reflect the level of prices in the Stock Exchange. The prices of debentures and loan stock as calculated by the *Financial Times* – Actuaries share index was down by about 4 per cent, December 1966 to December 1967, while all the shares equity index rose 29 per cent in the same period.

The total value of assets held rose from £3,245 million to £3,726 million during 1967. Holdings of British Government Securities increased by £123 million, in par as the result of the exchange of steel securities for Government compensation stock. Holdings of ordinary shares increased by £285 million (though holdings of steel shares disappeared, and holdings in property unit trusts – £14 million at the end of 1967 – were then included under 'Other investments'). Holdings of debentures were rdeuced by £18 million. The distribution of holdings among the various classes of assets remained broadly the same as in 1966.

Pension funds of co-operative societies

Statistics of holdings of assets by Co-operative Societies' pension funds are shown in a footnote to Table 2. These are derived mainly from the reports of the Registrar of Friendly Societies, statistics published by the Co-operative Union and from information provided by officials of the Co-operative movement.

Transactions in the first quarter of 1968

Table 3 shows total net investment by private pension funds in the first quarter of 1968 at £64 million, a fall of £4 million from the fourth quarter of 1967. This is in line with the evidence of a seasonal fall between those two quarters and is a more normal drop than that of the corresponding quarters in 1966 and 1967.

The net investment in British Government securities with maturiy of over 15 years was not maintained from the fourth quarter of1967. but a further increase in investment in ordinary shares was shown, bringing their proportion of total net investment up to 72 per cent. Separate figures are now available for property unit trusts and for the first quarter these were recorded as a net investment of £5 million.

Notes and definitions

The statistics relate to the self-administered pension and superannuation funds of the private sector, including those of companies and non-profit making bodies. Respondents are asked to make returns covering financial assets of funds whose investment policy is managed from within the United Kingdom, including the funds of any subsidiary companies. Some undertakings operate two or more pension funds; such funds have been treated as single funds in the statistics.

Funds which operate primarily through insurance companies and funds of local authorities, public corporations or central government are not included. All funds with assets of £1 million or more have contributed to the inquiries, although not all of them have been able to give fully detailed statistics. About 1 in 4 of funds with assets of £0.1 million but less than £1 million contribute to the statistics, while funds with assets below £0.1 million are not approached. Estimates have been made of quarterly transactions of and assets held by funds not included in the sample or which did not respond.

All the funds were asked if possible to give their marketable securities at December 31 at current market values. Approximately two-thirds of funds responding did so: the remainder gave figures at their accounting date nearest to December 31. For this reason the figures of holdings of cash and other short term assets – Tables 2 and 3 differ slightly.

Short term assets are those maturing within one year or originating date including loans payable at lender's option within one year of the date of issue. They include Treasury bills and local authority bills and temporary money. Balances due to stockbrokers on securities sold for future settlement have been deducted from short term assets.

Totals in the tables are not always equal to the sum of their components because of rounding.

Table 1. Net investment in 1965, 1966 and 1967 by size of pension fund (1)

£ million

Assets	Net Investment by Funds with Total Assets of											
	Under £1 million				Between £1-25 million				Over £25 million			
	1965	1966	1966 (2)	1967 (2)	1965	1966	1966 (2)	1967 (2)	1965	1966	1966 (2)	1967 (2)
Public sector securities:												
British government and government guaranteed sscurities:												
Period to maturity:												
Up to 5 years	+ 3·4	+ 0·4	— 0·2	— 0·2	+ 2·1	— 2·8	— 3·0	— 4·9	+ 6·2	— 6·7	— 6·7	— 9·6
Over 5 and up to 10 years	+ 0·3	— 2·1	— 0·7	— 0·8	+ 1·4	— 13·4	— 13·6	+ 2·0	+ 12·2	— 24·4	— 24·6	+ 6·4
Over 10 and up to 15 years	+ 3·5	— 2·6	— 0·9	— 0·8	+14·4	— 13·5	— 12·7	— 3·5	+ 13·2	— 18·3	— 19·2	— 11·8
Over 15 years	+ 3·1	+13·2	+ 6·5	+ 5·4	— 4·2	+ 42·0	+ 40·6	+ 23·6	— 3·7	+ 50·1	+ 53·2	+ 27·5
Undated	+ 0·3	— 0·1	+ 0·1	— 0·5	— 0·2	— 1·9	— 2·1	+ 0·5	+ 1·4	+ 8·8	+ 8·8	— 2·7
Local authority, etc., securities:												
Quoted:												
Period to maturity:												
Up to 10 years	+ 0·8	— 0·2	+ 0·5	— 0·3	—	+ 0·3	— 0·7	— 6·2	+ 2·7	— 2·1	— 1·4	— 4·1
Over 10 and up to 15 years	+ 0·9	+ 0·2	+ 0·4	+ 0·2	+ 0·3	+ 2·0	+ 1·9	+ 1·7	+ 2·8	+ 2·0	+ 2·0	— 1·8
Over 15 years and undated	+ 4·2	— 0·2	—	+ 0·7	+ 3·5	+ 0·8	+ 0·3	+ 1·4	+ 3·7	— 0·3	+ 0·1	+ 5·0
Unquoted	+ 0·5	— 0·2	+ 0·2	— 0·3	+ 0·6	— 2·5	— 2·7	+ 0·1	—	+ 0·9	+ 0·9	+ 2·1
Total of public sector securities	+17·1	+ 8·3	+ 6·0	+ 3·2	+17·9	+ 10·7	+ 7·9	+ 14·8	+ 38·5	+ 9·7	+ 12·8	+ 11·0
Other investments:												
Company securities:												
Ordinary shares	+18·3	+27·2	+ 7·3	+ 4·8	+39·2	+ 38·7	+ 37·6	+ 38·2	+ 44·1	+ 58·6	+ 64·4	+ 79·0
Preference shares	—	—	+ 0·1	+ 1·4	— 3·8	— 0·9	— 0·9	— 2·5	— 3·2	— 2·0	— 2·1	— 1·7
Debentures, etc.	+18·7	+17·6	+ 8·7	+ 3·7	+35·5	+ 43·7	+ 43·8	+ 34·4	+ 39·8	+ 45·2	+ 47·3	+ 21·2
Mortgages and loans	+ 0·8	+ 0·5	+ 0·2	— 0·5	+ 4·7	+ 3·5	+ 2·9	+ 0·9	— 0·4	— 0·6	— 0·1	+ 0·4
Overseas government, etc., securities	— 0·6	—	+ 0·7	+ 0·1	— 2·1	— 0·9	— 1·1	+ 0·7	— 0·6	— 3·6	— 3·5	+ 2·9
Other investments	+ 0·2	— 0·2	+ 0·4	+ 1·7	+ 9·9	+ 8·9	+ 5·9	+ 15·4	+ 12·7	+ 17·5	+ 20·0	+ 34·4
Total of other investments	+37·4	+45·1	+17·4	+11·2	+83·4	+ 93·1	+ 88·4	+ 87·1	+ 92·4	+115·3	+126·2	+136·2
Total of investments	+54·5	+53·5	+23·4	+14·4	+101·3	+103·8	+ 96·3	+101·8	+130·9	+125·0	+139·0	+147·2
Cash and other short-term assets:												
Cash in hand and with United Kingdom banks	— 2·7	+ 2·2	+ 1·4	+ 5·7	+ 0·6	+ 3·5	+ 2·9	— 0·9	+ 1·9	+ 8·3	+ 9·2	— 12·7
United Kingdom local authority bills and temporary money	+ 1·6	+ 1·6	+ 2·4	—	— 5·4	— 0·5	— 0·4	— 0·8	— 4·0	— 8·3	— 8·6	+ 0·8
Other short-term assets	+ 0·1	+ 1·4	— 1·2	— 2·7	+ 3·4	— 0·3	+ 1·0	+ 4·4	— 2·5	+ 1·9	+ 1·2	+ 0·3
Short-term liabilities	+ 0·2	—	+ 0·2	— 0·1	— 2·8	+ 1·5	+ 1·6	— 1·4	— 3·4	— 1·4	— 1·4	+ 0·1
Total net cash and other short-term assets	— 0·7	+ 5·3	+ 2·8	+ 3·0	— 4·2	+ 4·2	+ 5·1	+ 1·4	— 8·0	+ 0·5	+ 0·4	— 11·4
Total net investment	+53·8	+58·7	+26·2	+17·4	+97·1	+108·0	+101·3	+103·2	+122·9	+125·5	+139·6	+135·8

£ million (percentage of total net investment in brackets)

Assets	Total Net Investment							
	1965		1966		1966 (2)		1967 (2)	
Public sector securities:								
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years	+ 11·7	(4·3)	— 9·2	(—3·1)	— 9·9	(—3·7)	— 14·7	(—5·7)
Over 5 and up to 10 years	+ 13·9	(5·1)	— 40·0	(—13·7)	— 38·9	(—14·6)	+ 7·7	(3·0)
Over 10 and up to 15 years	+ 31·1	(11·3)	— 34·4	(—11·8)	— 32·8	(—12·3)	— 16·1	(—6·3)
Over 15 years	— 4·8	(—1·7)	+105·4	(36·1)	+100·3	(37·6)	+ 56·5	(22·0)
Undated	+ 1·5	(0·5)	+ 6·7	(2·3)	+ 6·8	(2·5)	— 2·7	(—1·1)
Local authority, etc., securities:								
Quoted:								
Period to maturity:								
Up to 10 years	+ 3·5	(1·3)	— 2·1	(—0·7)	— 1·6	(—0·6)	— 10·6	(—4·1)
Over 10 and up to 15 years	+ 4·0	(1·5)	+ 4·3	(1·5)	+ 4·3	(1·6)	+ 0·1	(—)
Over 15 years and undated	+ 11·4	(4·2)	+ 0·2	(0·1)	+ 0·4	(0·1)	+ 7·0	(2·7)
Unquoted	+ 1·1	(0·4)	— 1·9	(—0·6)	— 1·6	(—0·6)	+ 1·9	(0·7)
Total of public sector securities	+ 73·5	(26·9)	+ 28·8	(9·9)	+ 26·7	(10·0)	+ 29·0	(11·3)
Other investments:								
Company securities:								
Ordinary shares	+101·6	(37·1)	+124·4	(42·6)	+109·3	(40·9)	+122·0	(47·6)
Preference shares	— 7·0	(—2·6)	— 3·0	(—1·0)	— 2·9	(—1·1)	— 2·8	(—1·1)
Debentures, etc.	+ 94·0	(34·3)	+106·6	(36·5)	+ 99·8	(37·4)	+ 59·3	(23·1)
Mortgages and loans	+ 5·1	(1·9)	+ 3·3	(1·1)	+ 3·0	(1·1)	+ 0·8	(0·3)
Overseas government, etc., securities	— 3·3	(—1·2)	— 4·5	(—1·5)	— 3·9	(—1·5)	+ 3·7	(1·4)
Other investments	+ 22·8	(8·3)	+ 26·1	(8·9)	+ 26·3	(9·8)	+ 51·5	(20·1)
Total of other investments	+213·2	(77·8)	+253·3	(86·7)	+231·9	(86·8)	+234·5	(91·5)
Total of investments	+286·7	(104·7)	+282·1	(96·6)	+258·7	(96·9)	+263·4	(102·7)
Cash and other short-term assets:								
Cash in hand and with United Kingdom banks	— 0·2	(—0·1)	+ 13·9	(4·8)	+ 13·5	(5·1)	— 7·8	(—3·0)
United Kingdom local authority bills and temporary money	— 7·8	(—2·8)	— 7·3	(—2·5)	— 6·6	(—2·5)	+ 0·1	(—)
Other short-term assets	+ 1·0	(0·4)	+ 3·2	(1·1)	+ 1·0	(0·4)	+ 2·0	(0·8)
Short-term liabilities	— 6·0	(—2·2)	+ 0·2	(0·1)	+ 0·4	(0·1)	— 1·3	(—0·5)
Total net cash and other short-term assets	— 12·9	(—4·7)	+ 10·0	(3·4)	+ 8·3	(3·1)	— 7·0	(—2·7)
Total net investment	+273·8	(100·0)	+292·1	(100·0)	+267·1	(100·0)	+256·4	(100·0)

(1) Excluding funds of co-operative societies, the net addition to which is estimated at £2 million per quarter mainly invested with parent societies. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) Revised basis – see text.

(Continued on next page)

Table 2. Assets held by private pension funds, 1964, 1965, 1966 and 1967 (1)

£ million (percentages of total in brackets)

Assets	Funds with Total Assets of Under £1 Million					Between £1-25 Million				
	1964	1965	1966	1966 (2)	1967 (2)	1964	1965	1966	1966 (2)	1967 (2)
Public sector securities:										
British government and government guaranteed securities	93·8 (19·1)	95·6 (17·8)	108·0 (19·0)	52·2 (23·2)	46·5 (20·2)	197·5 (18·1)	202·8 (16·8)	198·1 (16·3)	216·6 (16·6)	234·5 (17·1)
United Kingdom local authority securities	34·2 (7·0)	40·3 (7·5)	33·4 (5·9)	18·4 (8·2)	17·1 (7·4)	62·5 (5·7)	66·9 (5·6)	68·5 (5·6)	75·8 (5·8)	67·0 (4·9)
Total of public sector securities	128·0 (26·0)	135·9 (25·3)	141·4 (24·8)	70·6 (31·4)	63·6 (27·7)	260·0 (23·8)	269·6 (22·4)	266·5 (21·9)	292·4 (22·4)	301·5 (21·9)
Other assets:										
Company securities:										
Ordinary shares	223·4 (45·5)	236·1 (44·0)	264·7 (46·5)	85·2 (37·9)	93·3 (40·6)	483·6 (44·3)	549·2 (45·6)	543·9 (44·6)	574·2 (43·9)	642·1 (46·7)
Preference shares	15·9 (3·2)	21·6 (4·0)	10·9 (1·9)	6·3 (2·8)	9·5 (4·1)	31·4 (2·9)	31·7 (2·6)	21·9 (1·8)	24·9 (1·9)	19·8 (1·4)
Debentures, etc.	70·8 (14·4)	82·1 (15·3)	93·5 (16·4)	38·9 (17·3)	36·7 (16·0)	192·2 (17·6)	220·0 (18·4)	259·0 (21·3)	282·5 (21·6)	271·4 (19·7)
Mortgages and loans	9·4 (1·9)	10·6 (2·0)	7·5 (1·3)	3·5 (1·6)	2·2 (1·0)	33·6 (3·1)	38·9 (3·2)	27·7 (2·3)	29·8 (2·3)	32·4 (2·4)
Overseas government etc., securities	7·3 (1·5)	6·4 (1·2)	4·4 (0·8)	2·6 (1·1)	2·8 (1·2)	17·5 (1·6)	17·3 (1·4)	13·0 (1·1)	14·2 (1·1)	13·4 (1·0)
Other investments	7·8 (1·6)	9·9 (1·8)	11·0 (1·9)	2·9 (1·3)	4·6 (2·0)	38·3 (3·5)	45·5 (3·8)	54·5 (4·5)	52·9 (4·0)	62·3 (4·5)
Total of other assets	334·5 (68·1)	366·7 (68·3)	392·0 (68·8)	139·4 (62·0)	149·2 (65·0)	796·7 (73·0)	904·7 (75·1)	920·0 (75·5)	978·5 (74·9)	1,041·5 (75·8)
Cash and other short-term assets, net	29·0 (5·9)	34·1 (6·4)	36·1 (6·3)	15·0 (6·6)	16·9 (7·4)	34·3 (3·2)	30·9 (2·6)	32·1 (2·6)	35·9 (2·7)	31·3 (2·3)
Total assets	491·5 (100·0)	536·7 (100·0)	569·5 (100·0)	225·0 (100·0)	229·7 (100·0)	1,091·0 (100·0)	1,205·1 (100·0)	1,218·7 (100·0)	1,306·8 (100·0)	1,374·3 (100·0)

Assets	Over £25 Million					Total Assets				
	1964	1965	1966	1966 (2)	1967 (2)	1964	1965	1966	1966 (2)	1967 (2)
Public sector securities:										
British government and government guaranteed securities	290·2 (20·6)	312·4 (20·1)	315·4 (20·0)	338·2 (19·6)	449·5 (21·2)	581·5 (19·5)	610·8 (18·6)	621·4 (18·5)	607·0 (18·7)	730·5 (19·6)
United Kingdom local authority securities	56·9 (4·1)	63·9 (4·1)	67·1 (4·3)	71·9 (4·2)	89·7 (4·2)	153·6 (5·1)	171·0 (5·2)	168·9 (5·0)	166·1 (5·1)	173·8 (4·7)
Total of public sector securities	347·1 (24·8)	376·2 (24·3)	382·4 (24·3)	410·0 (23·9)	539·2 (25·4)	735·1 (24·6)	781·8 (23·7)	790·3 (23·5)	773·0 (23·8)	904·2 (24·3)
Other assets:										
Company securities:										
Ordinary shares	714·4 (50·9)	808·2 (52·1)	771·4 (48·9)	847·8 (49·5)	1,056·2 (49·8)	1,421·4 (47·6)	1,593·5 (48·4)	1,580·0 (47·0)	1,507·2 (46·4)	1,791·7 (48·1)
Preference shares	27·8 (1·9)	25·1 (1·6)	21·5 (1·3)	22·2 (1·3)	22·3 (1·1)	75·1 (2·5)	78·4 (2·4)	54·3 (1·6)	53·4 (1·6)	51·6 (1·4)
Debentures, etc.	189·3 (13·5)	214·7 (13·8)	263·0 (16·7)	279·0 (16·3)	309·5 (14·6)	452·3 (15·2)	518·9 (15·8)	615·4 (18·3)	600·5 (18·6)	617·7 (16·6)
Mortgages and loans	10·0 (0·7)	15·1 (1·0)	11·6 (0·7)	13·7 (0·8)	24·8 (1·2)	53·0 (1·8)	64·6 (2·0)	46·8 (1·4)	47·0 (1·4)	59·5 (1·6)
Overseas government, etc., securities	25·2 (1·8)	22·8 (1·5)	20·6 (1·3)	21·2 (1·2)	32·6 (1·5)	50·0 (1·7)	46·6 (1·4)	38·0 (1·1)	38·0 (1·2)	48·7 (1·3)
Other investments	53·1 (3·8)	62·5 (4·0)	78·3 (5·0)	85·9 (5·0)	107·0 (5·0)	99·2 (3·3)	117·8 (3·6)	143·9 (4·3)	141·7 (4·4)	173·9(3) (4·7)
Total of other assets	1,019·9 (72·7)	1,148·5 (74·1)	1,166·5 (73·9)	1,269·9 (74·1)	1,552·4 (73·2)	2,151·1 (72·0)	2,419·8 (73·5)	2,478·5 (73·7)	2,387·8 (73·6)	2,743·1 (73·6)
Cash and other short-term assets, net	35·4 (2·5)	25·9 (1·7)	28·2 (1·8)	33·6 (2·0)	30·2 (1·4)	98·7 (3·3)	90·9 (2·8)	96·4 (2·8)	84·5 (2·6)	78·5 (2·1)
Total assets	1,402·4 (100·0)	1,550·7 (100·0)	1,577·1 (100·0)	1,713·6 (100·0)	2,121·8 (100·0)	2,984·9 (100·0)	3,292·5 (100·0)	3,365·2 (100·0)	3,245·4 (100·0)	3,725·8 (100·0)

(1) The figures include estimates for other private self-administered pension funds not contributing to the annual inquiries, but exclude funds of co-operative societies which, it is estimated amounted to £117 million in 1963, £126 million in 1964, £133 million in 1965, £140 million in 1966 and £149 million in 1967 made up as follows:

	1963	1964	1965	1966	1967
	(£ million)	(£ million)	(£ million)	(£ million)	(£ million)
British government securities	7·1	7·7	7·6	11·3	9·8
United Kingdom local authority securities	10·5	10·1	10·7	6·0	10·1
Ordinary shares	4·0	3·3	3·6	3·2	4·0
Preference shares	0·5	1·0	1·3	2·1	1·5
Debentures, etc.	1·0	1·6	2·3	3·9	4·6
With parent societies	94·0	102·0	107·4	113·3	118·5
Total Assets	117·1	125·7	132·9	139·9	148·6

(2) On revised basis – see *Board of Trade Journal* July 7, 1967, page 42.
(3) Includes Property Unit Trusts amounting, in total, to £14.3 million. Prior to 1967 this item was included with 'Ordinary shares.'

Gold and convertible currency reserves during June

HM TREASURY announce that after loan service payments totalling £13 million, the gold and convertible currency reserves fell by £26 million during June, to stand at £1,118 million at the end of the month.

INTERNATIONAL TRADE CENTRE – SURVEYS

The carrying out of surveys of the markets of developed countries for the export products of developing countries is one of the specialities of the International Trade Centre, UNCTAD/GATT. Products surveyed so far are plywood and veneer, citrus juices, oilcake, shrimps and prawns, rice, cottonseed oil, canned beef, and tropical sawn wood. Other products are due to be surveyed in 1968.

Reports of the Centre's surveys are made available free of charge to the developing countries. Firms in developed countries may obtain priced copies from the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, *Geneva,* 10, *Switzerland.*

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Mr. G. Wilcock, Board of Trade, 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2438).

Table 3. Net investment in assets by private pension funds (1)

£ million

Assets	Net Investment 1967 (2) 1st quarter	2nd quarter	3rd quarter	4th quarter	Year 1967 (2)	Transactions 1st quarter 1968 Assets acquired	Assets realized	Net Investment
Public sector securities:								
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years	+ 5·4	+10·3	—25·1	— 5·3	— 14·7	38·5	45·0	— 6·5
Over 5 and up to 10 years	— 5·0	+14·4	— 1·1	— 0·7	+ 7·7	6·3	7·5	— 1·2
Over 10 and up to 15 years	—20·0(4)	— 4·7	+ 6·4	+ 2·1	— 16·1	4·3	5·8	— 1·5
Over 15 years	+46·9	—35·3	+ 1·0	+ 43·8	+ 56·5	28·3	35·4	— 7·1
Undated	+ 1·3	— 4·1	+ 0·2	— 0·2	— 2·7	2·0	1·8	+ 0·2
United Kingdom local authority securities:								
Quoted:								
Period to maturity:								
Up to 10 years	— 3·0	— 2·2	— 2·4	— 3·0	— 10·6	5·1	4·7	+ 0·4
Over 10 and up to 15 years	+ 1·5	+ 3·3	— 2·3	— 2·5	0·1	1·2	1·3	— 0·1
Over 15 years and undated	+ 6·0	+ 6·3	— 1·9	— 3·4	+ 7·0	0·9	2·2	— 1·3
Unquoted	— 1·2	+ 0·7	— 0·6	+ 3·1	+ 1·9	4·3	3·9	+ 0·4
Total of public sector securities	+31·9(4)	—11·4	—25·8	+ 34·0	+ 29·0	90·9	107·6	—16·7
Other investments:								
Company securities:								
Ordinary shares	+21·6	+27·5	+34·4	+ 38·4	+122·0	89·8	43·9	+45·9
Preference shares	— 0·4	— 1·1	— 1·7	+ 0·4	— 2·8	1·5	4·7	— 3·2
Debentures, etc.	+16·1	+16·1	+12·3	+ 14·7	+ 59·3	17·8	14·2	+ 3·6
Mortgages and loans	— 1·0	+ 1·5	+ 0·9	— 0·6	+ 0·8	1·9	4·6	— 2·7
Overseas, government, etc., securities	+ 0·8	— 0·7	— 0·3	+ 4·0	+ 3·7	3·1	2·5	+ 0·6
Other investments	+ 8·9	+ 7·0	+17·1	+ 18·5	+ 51·5	21·2	0·6	+20·6(3)
Total of other investments	+46·1	+50·3	+62·7	+ 75·4	+234·5	135·3	70·4	+64·9
Total of investments	+78·04	+38·9	+36·9	+109·4	+263·4	226·2	178·0	+48·2
Cash and other short-term assets:								
Cash in hand and with UK banks	—17·4	+16·7	+ 6·0	— 13·0	— 7·8	44·9	39·9	— 5·0
UK local authority bills and temporary money	— 3·4	+18·4	+17·1	— 31·9	+ 0·1	23·8	43·4	+19·6
Other short-term assets	— 4·1	+ 0·2	+ 1·8	+ 4·2	+ 2·0	21·6	24·1	+ 2·5
Short-term liabilities	+ 1·2	— 3·6	+ 1·3	— 0·3	— 1·3	16·1	17·4	— 1·3
Total net cash and other short-term assets	—23·8	+31·7	+26·2	— 41·0	— 7·0	74·2	90·0	+15·8
Total net investment	+54·24	+70·6	+63·1	+ 68·4	+256·4			+64·0

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
(2) On revised basis – see *Board of Trade Journal* July 7, 1967, page 42.
(3) Includes Property Unit Trusts amounting, in total, to £5·4 million. Prior to 1967 this item was included with 'Ordinary shares.'
(4) Amended figure.
— = Nil or less than £·05 million.

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New companies registered

BELOW ARE amended details of new companies registered in Great Britain during April 1968, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	985	985
£1,000 and under £10,000	1	471	472
£10,000 and under £50,000	1	73	74
£50,000 and under £100,000	—	6	6
£100,000 and under £1,000,000	—	5	5
£1,000,000 and above	—	1	1
Total number	2	1,541	1,543
Total amount of Nominal Capital	'000's £11	'000's £5,113	'000's £5,124

Companies registered in Great Britain in 1967 and 1968

	1967 Number	1967 Nominal Capital £'000's	1968 Number	1968 Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,543	5,124
May	2,485	3,508		
June	2,357	5,693		
July	2,406	19,923		
August	2,390	5,413		
September	2,396	4,126		
October	4,091	4,763		
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

Turnover of the catering trades, laundries and dry cleaners, and hairdressers in May 1968

THE VALUE of the turnover of the catering trades showed much the same increase in May compared with May 1967 as was recorded on average for the first four months of the year. The value of the turnover of laundries and dry cleaners showed a small increase compared with May 1967, whereas the turnover of the previous four months of 1968 was rather less than for the same months of 1967. The turnover of hairdressers did not show any increase as compared with May 1967. The May period this year excluded the week immediately preceding the spring holiday, and was consequently not precisely comparable with the May period in 1967, which included it.

Catering trades

Total turnover of the catering trades in May was 2 per cent higher than in May 1967. This comparison reflects the post-Budget increase in prices, offset by the fact that the May period this year did not include the week before the Spring Holdiay when the catering trades receipts (other than in canteens) tend to rise. The influence of this week is reflected in all the figures: the absence of a holiday period increasing the turnover of canteens compared with May 1967, whereas other sections appear to be a little less buoyant than they would otherwise have been.

In none of the four groups for which separate figures are given – public houses, hotels, restaurants and cafes, etc. and canteens – is the percentage increase in turnover compared with May 1967 very different from that which prevailed over the first four months of the year.

Laundries and dry cleaners

The turnover of laundries and dry cleaners increased by 1 per cent between May 1967 and May 1968 – there had been an equally small fall of 1 per cent in the first four months of the year. This modest improvement was reflected in the figures of both laundries and dry cleaners.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of Business Turnover in 1964		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	114
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968		100				96	100	103	115	114							
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968	+2*	Nil				+1	+1	—1	+7	+2							
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		83				76	81	90	107	119							
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1	+6	+3
	1968	+4*	+2				+4	+3	—1	+11	+3							
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968		101				96	103	103	115	108							
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2	+3	+1
	1968	+3*	+1				+1	+2	+1	+7	+4							
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		102				100	101	105	119	115							
	1967	+2	+6	+1	+4	—1	+5	+5	+6	—3	+1	+3	+7	+4	+3	—2	—1	—1
	1968	+1*	—1				+1	Nil	—3	+7	+1							
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968		114				110	114	117	106	113							
	1967	—2	—2	Nil	—3	—1	+2	—1	—6	+7	—3	—3	—1	—3	—4	—1	+1	—3
	1968	+3*	+5				Nil	+4	+11	—5	+5							

*January-May.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The May 1968 period was the four weeks from April 28, 1968, to May 25, 1968, the May 1967 period was from April 30, 1967, to May 27, 1967.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of business Turnover in 1966 Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968		96				90	97	100	100	105							
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968	—1*	—1				—4	—3	+4	—4	+1							
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	93
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968		97				95	98	99	98	105							
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968	—1*	Nil				—3	—2	+4	—5	+1							
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968		94				82	96	102	104	105							
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968	—1*	—2				—6	—4	+4	—2	Nil							

NOTE. The kinds of business covered by these statistics are those included in Minimum List Headings 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.
*January-May.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1966 = 100

Kind of business Turnover in 1966 Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968		98				94	98	102	104	103							
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968	Nil*	Nil				—2	—1	+1	+3	Nil							
Men's hairdressers, and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968		97				100	98	95	100	98							
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968	+1*	Nil				+1	Nil	—1	+5	Nil							
Women's hairdressers, and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968		98				92	98	104	106	105							
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968	Nil*	Nil				—2	—1	+1	+3	+1							

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.
*January-May.

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HMSO

All round rise in machine tool orders in May

ALL ROUND increases are shown in the Ministry of Technology's provisional recorded figures for May (Table 1) with total deliveries of £11 million, new orders of £14 million and orders on hand of £101 million. These increases apply to both the home and export markets with home deliveries of over £6 million, new orders up to £8½ million, and orders on hand of £55 million, whilst export deliveries were up to nearly £5 million, new orders of £5½ million, and orders on hand of £46 million.

Total orders on hand at £101 million were the highest since November 1966. After seasonal adjustment (Table 2) however the increases are confined to orders, especially for the home market, although export orders also returned to a high level from the lower April figures.

Improvement in home orders

Net new orders for the home market were the highest for exactly a year at £9 million after allowing for seasonal factors, and with

Table 1. Metal working machine tools orders and deliveries: rec orded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2) (3)	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966 (3)	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1967 1st quarter	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter	37·9	10·9	27·0	95·9	42·6	53·3	38·9	19·2	19·7
4th quarter	39·6	11·9	27·7	91·7	42·2	49·5	35·3	11·4	23·9
1968 1st quarter*	35·7	14·0	21·7	97·0	45·7	51·3	41·0	17·5	23·5
2nd quarter									
3rd quarter									
4th quarter									
1967 January	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July	12·0	3·3	8·7	93·2	34·4	58·8	10·2	3·3	6·9
August	12·0	3·9	8·1	90·7	33·1	57·6	9·6	2·7	6·9
September	13·9	3·7	10·2	95·9	42·6	53·3	19·1	13·2	5·9
October	12·4	3·4	9·0	94·8	43·2	51·6	11·3	3·9	7·4
November	13·4	4·3	9·1	94·9	42·9	52·0	13·4	4·0	9·4
December	13·8	4·2	9·6	91·7	42·2	49·5	10·6	3·5	7·1
1968 January*	11·8	4·1	7·7	97·3	45·7	51·6	17·4	7·6	9·8
February*	10·4	4·2	6·2	98·1	44·9	53·2	11·2	3·5	7·7
March*	13·5	5·7	7·8	97·0	45·7	51·3	12·4	6·4	6·0
April*	10·0	4·4	5·6	98·0	45·1	52·9	11·0	3·8	7·2
May*	11·0	4·8	6·2	101·1	45·9	55·2	14·1	5·6	8·5
June									
July									
August									
September									
October									
November									
December									
June 1967 – May 1968*	146·6	49·2	97·4	101·1	45·9	55·2	154·6	64·7	90·0
June 1966 – May 1967	147·9	45·2	102·7	93·1	30·4	62·7	147·7	43·9	103·8
Percentage change	—1	+9	—5	+9	+51	—12	+5	+47	—13

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

the exception of May 1967 the highest since September 1966. Home deliveries, seasonally adjusted, remained however at the low level of just over £6 million recorded in the previous three months but may begin to recover now that the order book has turned up again.

With deliveries lower than orders in four of the five months this year home orders on hand have now risen over 10 per cent above the very low level at the end of 1967, and now represent nine months work at current low delivery rates.

Export deliveries up 30 per cent

Deliveries for export at £5 million only just failed to equal the all time records in the previous month after allowing for seasonal factors, bringing the average for the last three months to almost 30 per cent higher than in the preceding three months.

Net new orders for export rebounded to almost £5 million from the lower level in April but with no very large orders such as were recorded in January the seasonally adjusted figures for the last three months were about 10 per cent below the level of the preceding period.

Export orders on hand reached a new all-time records of almost £46 million, representing over nine months work even at the current high rate of deliveries.

Total orders on hand top £100 million

Sustained by the export market, therefore, total deliveries have flattened off at little more than £11 milion in recent months with no indication of any recovery up to May. Total net new orders in May were up to about £14 million with the recovery in home orders on top of the continuing strong export demand so that orders on hand at the end of May topped the £100 million mark for the first time since the end of 1966.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2) (3)	141·3	43·9	97·4	105·8	28·8	77·0	158·1	42·8	115·3
1966 (3)	149·1	43·5	105·6	102·2	29·4	72·8	145·5	44·2	101·3
1967	155·6	45·7	109·9	93·4	42·1	51·3	145·7	58·1	87·6
1967 1st quarter	37·9	11·0	26·9	94·0	29·8	64·2	28·7	11·1	17·6
2nd quarter	39·0	11·5	27·5	95·3	33·7	61·6	40·3	15·3	25·0
3rd quarter	40·0	11·6	28·4	95·3	41·2	54·1	40·0	19·1	20·9
4th quarter	38·7	11·7	27·0	93·4	42·1	51·3	36·7	12·5	24·2
1968 1st quarter*	33·2	12·6	20·6	99·4	46·9	52·5	39·2	17·4	21·8
2nd quarter									
3rd quarter									
4th quarter									
1967 January	13·2	3·3	9·9	99·1	30·0	69·1	9·0	3·6	5·4
February	11·6	3·6	8·0	96·7	29·6	67·1	9·3	3·2	6·1
March	13·1	4·1	9·0	94·0	29·8	64·2	10·4	4·3	6·1
April	12·0	4·0	8·0	92·5	28·3	64·2	10·5	2·5	8·0
May	14·3	4·3	10·0	94·1	29·8	64·3	15·9	5·7	10·2
June	12·7	3·2	9·5	95·3	33·7	61·6	13·9	7·1	6·8
July	13·1	3·7	9·4	91·0	33·1	57·9	8·8	3·1	5·7
August	14·2	4·5	9·7	88·3	31·5	56·8	11·4	2·8	8·6
September	12·7	3·4	9·3	95·3	41·2	54·1	19·8	13·2	6·6
October	13·1	3·5	9·6	94·1	41·6	52·5	11·8	3·8	8·0
November	13·0	4·3	8·7	94·6	41·8	52·8	13·5	4·5	9·0
December	12·6	3·9	8·7	93·4	42·1	51·3	11·4	4·2	7·2
1968 January*	12·0	4·0	8·0	97·5	45·4	52·1	16·1	7·3	8·8
February*	10·0	3·9	6·1	99·6	46·0	53·6	12·1	4·4	7·7
March*	11·2	4·7	6·5	99·4	46·9	52·5	11·0	5·7	5·3
April*	11·4	5·3	6·1	98·9	45·2	53·7	10·9	3·6	7·3
May*	11·2	5·0	6·2	101·5	45·0	56·5	13·8	4·8	9·0
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	11·3	5·0	6·3	101·5	45·0	56·5	11·9	4·7	7·2
Average of the previous 3 months*	11·5	3·9	7·6	99·6	46·0	53·6	13·2	5·3	7·9
Percentage change	—2	+28	—17	+2	—2	+5	—10	—11	—9

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) The estimated breakdown between home and export deliveries and net new orders has been revised to make the figures comparable with 1967 (when more complete information on this breakdown started to be collected). The estimates for earlier years are believed to be reasonable.
(4) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

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WHESSOE

Improved Results

The Forty-eighth Annual General Meeting of Whessoe Limited will be held on 30th July in London. The following is an extract from the Review of the Chairman, Mr. John H. Lord, C.A., F.I.R.I., which has been circulated with the Report and Accounts for the year ended March, 1968:—

During the year 1967 and again in 1968 major acquisitions were made, Aiton & Co. Ltd. just after the close of the 1966/67 Accounts on 31st March 1967, and Whessoe Stockton Works Ltd. only nine days after the close of this year's Accounts on 30th March 1968.

GROUP RESULTS FOR 1967/68

The intake of Orders of the Group for the year was fairly satisfactory compared with the previous year. Having regard to the difficult economic conditions which industry in general experienced and particularly the low volume of orders obtained by the capital goods supply industry we obtained, relative to our own industry, a considerably higher than average number and value of orders. Excluding Aiton & Co. Ltd. total orders were 24% higher in value than in 1966/67. In 1967/68 Aiton & Co. Ltd. in common with other similar contractors received no major Power Station orders, as against over £6m. in their previous year, but other orders were 9% higher than previously.

The work load of the Group throughout the year increasingly improved and an outstanding feature was the higher level of short term contracts, which gave a much better balanced output in our main works at Darlington and Derby.

Looking back over the year I can say that through more efficient management, closer cost control, advances in design and engineering techniques, and successful selling effort, we have achieved higher profits and a better return on the increased capital employed.

The question of reducing and/or funding the short-term borrowings and the five year I.R.C. Loan is a matter which your Board will have under constant review in the light of the further progress of your Group and of financial and market conditions.

DIVISIONS AND SUBSIDIARY COMPANIES

Heavy Equipment

The order intake of this division, still the most important in the Group, increased by 22½% over last year. The pattern of orders received was similar to that in the preceding year.

Erection

The level of work was higher than anticipated although still lower than the record level of 1965/66.

Light Products

This Division again achieved record results both in orders delivered, 22% increase over last year, and in profitability. A satisfactory order book was carried forward into the coming year.

Research and Development

A major contribution by this Division during the year was on development work for our Nuclear Power Station activities, including the A.G.R. Reactor Liners and Insulation Systems for H.T.R. Reactors. The ever-increasing size of Storage Tanks also necessitated considerable and successful programmes of analysis and measurement of stresses and strains in the more critical parts of these very large structures.

Other Group Interests

The trading activities of the Group subsidiaries, namely, Aiton & Co. Limited, Whessoe Project Engineers Limited, Express Tools Limited, Morgan and Brace Limited, Liquid Transfer Systems Limited, Whessoe S.A. – Calais, Whessoe (Ireland) Limited – Dublin, and Whessoe Engineering Limited – Port Harcourt, Nigeria, were also reviewed.

PROSPECTS

Since I wrote in my Review last year of the prospects there have been two major factors affecting the Group. Firstly, the considerable vicissitudes in the political and economic circumstances affecting industry in general and the capital goods industry in particular during the year under review. Secondly, the very material changes in the Group, mainly through two important acquisitions, increasing the scope, financial and operating size, and the work and responsibility of your Board, the management, and all employees of the Group. You will not be surprised, therefore, when I say that considerable problems of integration, of rationalisation and reorganisation within the Group face us in the immediate future.

We have started 1968/69 with a good order book in our established fields such as supplying the Oil and Gas Industries, the Chemical and Power Generating Industries. We have more and more diversified products which we believe will increasingly contribute and the coming year should bring results for several of these.

In that context I am happy to say we have made a good start with the new Stockton Works with considerable orders and have avoided the feared redundancies. Nevertheless there is still machine shop capacity to fill, which is engaging the attention of our Marketing Division, but in this coming year of transition it is doubtful whether a profit can be earned on these new assets.

The first major factor I have mentioned is more and more unpredictable. As I write, events in France and the U.S.A., apart from the financial and economic problems of the U.K., make it virtually impossible to forecast the coming year's out-turn. All I can say is that provided conditions both at home and overseas do not deteriorate further, your Group should improve on the results set out in this Review.

I must conclude by paying a most sincere tribute to the skill, effort and enthusiasm of the men and women in the Whessoe Group all of whom, like myself, look forward to the future with confidence.

Salient Figures

	1968	1967
	£	£
Net Capital Employed	8,492,000	6,220,000
Trading Surplus	1,885,000	1,326,000
Less Depreciation	520,000	422,000
Less Debenture Interest	85,000	—
Group Profit before Taxation	1,280,000	903,000
Taxation	593,000	399,000
Dividends	495,000	441,000
Retained in the business	196,000	69,000

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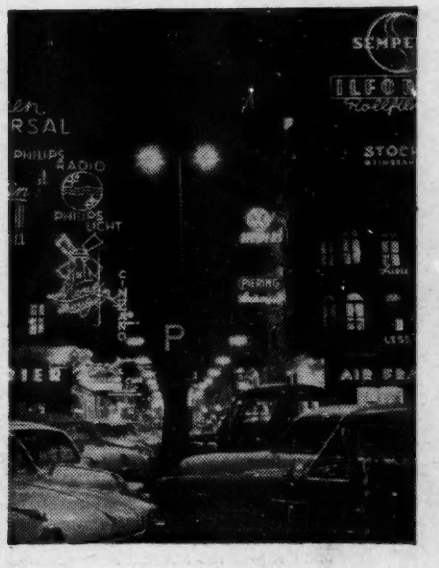
Exhibitions and Fairs

British Week in Vienna — your opportunity in the Austrian market

by S. John Peskett, OBE, ARAeS, Director, British Week in Vienna



Left: The Mariahilferstrasse, one of the biggest shopping centres in Vienna. Right: Vienna by night, The Kärntnerstrasse, one of the city's main shopping streets.

WHEN I FIRST travelled to Austria, well before the last war, the obvious way was by that most romantic of trains, the Orient Express. Announced on the side of the dark blue sleeping cars was the splendid title of the Cie. Internationale des Wagons-Lits et des Grands Exprès Européens, followed by a long string of names of cities from Calais to Istanbul. The last stop was at one time shown as Constantinople, which was even more romantic.

The journey from London to Vienna, my usual destination, took quite a long time. One slept, one had meals and one kept an eye open for the beautiful spies who, according to the popular fiction of those days, haunted the famous train. Vienna is now two hours from London, less time than it takes to drive to Brighton on a public holiday.

Two faces of Austria

Austria celebrates this year its 50th birthday as a republic. There are two faces of Austria. One represents holidays in the Tyrol, Mozart at Salzburg, baroque churches and palaces, Strauss waltzes and Sachertorte in Vienna and the Blue Danube. The other aspect of Austria is that of a market with a rising standard of living, a country with a centuries-old appreciation of quality, style and elegance, which is moving with the times. The Austrians have a great pride in their past. They are conservative but by no means hostile to new ideas.

A thriving industrial country

Travelling through the beautiful Austrian countryside and exploring the magnificent public buildings of Vienna, it is difficult to realize that Austria is a thriving industrial country. It is an important exporter of capital goods and, being a small country which has to earn its living by trade, it is a large importer. Austria's imports in 1966 amounted to £840 millions.

After British Week in Stockholm, which takes place in the Autumn of this year, Vienna has been chosen as the eighth in the series of major export promotions organised by the Board of Trade and the BNEC Export Council for Europe. British Week in Vienna will take place from October 10 to 18 in 1969.

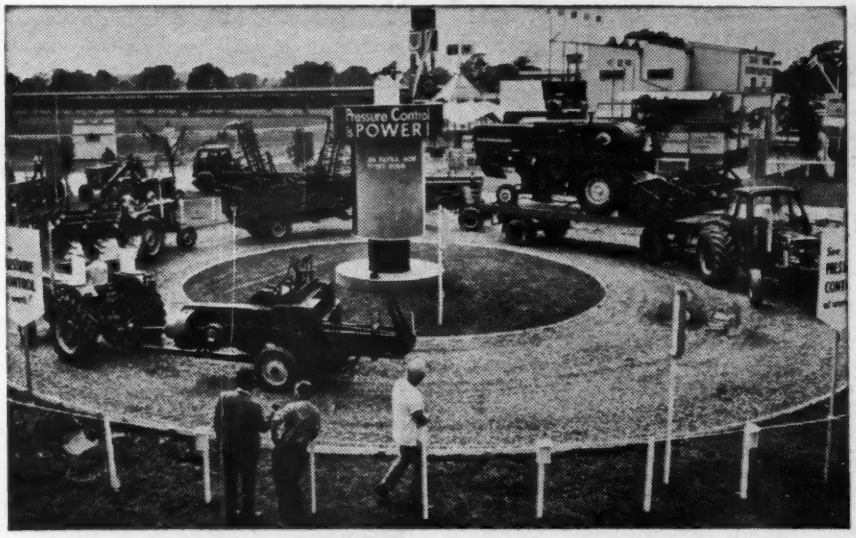
Austria is one of our partners in EFTA, which gives us an advantage, as there are virtually no industrial tariffs. The Federal Republic of Germany, Austria's close neighbour and a competitor for the Austrian market, is not. The Federal Republic of Germany and other Common Market countries face a tariff barrier of 12½ to 40 per cent.

An opportunity for British manufacturers

Our share of the Austrian market has so far been a modest one. It amounts to little more than six per cent. This is smaller than our share in any other EFTA market. There is therefore room for improvement and there is no doubt that British Week in Vienna next year offers the British manufacturer a chance to mend this neglected opportunity.

The official announcement of British Week in Vienna was made on April 4 at the Kursalon before a very large and distinguished gathering. It was apparent from the speech by the Bürgermeister of Vienna and from ex-

(*Continued on next page*)



Covering five miles every hour during the four days of the Royal Show at Kenilworth, Warwickshire (July 2 to 5), this spectacular 'tractor train', weighing over 20 tons and drawn by a single tractor, comprised some of the latest types of British-made equipment for overseas farming. Massey-Ferguson, which builds over £1 million worth of equipment for shipment overseas every week, used the idea to demonstrate how the 'pressure control' hydraulics of MF tractors increases wheel grip and tractive performance. Visitors from 70 countries attended the Royal Show, and export orders were reported to be 'flowing in'.

During his visit to the International Machine Tool Exhibition on July 2, Mr. Anthony Wedgwood Benn, Minister of Technology, discussed with Mr. Ernest Page, managing director of the Cramic Group, the £220,000 order received from Fiat for two Supacut machines.

BRITISH WEEK IN VIENNA, *continued*

pressions of opinion on all sides that our venture is cordially welcomed in this traditionally warm-hearted city. Among other impressions the most encouraging was the feeling that here is a place where British quality is appreciated.

British Week Office

In March this year the British Week Office was opened in the centre of the city at 20 Himmelpfortgasse, where preparations are already well advanced to turn Vienna into a British-minded city in the autumn next year.

Target area

The target area will consist of the centre of the city within the famous Ring plus the whole length of the Mariahilferstrasse, the Oxford Street of Vienna. Already four market officers have completed their first visit to nearly a thousand shops in this area and results so far have been most encouraging. The Vienna department stores have also expressed the greatest interest and promised their full support for British Week. A number of shopkeepers in Salzburg organized a British Shopping Week in May this year on their own initiative. Some help was offered by the Embassy and the Board of Trade but it was largely a Salzburg effort. The Shopping Week proved a great success. Another was organized recently in Dornbirn and we have had an inquiry about a British Shopping Week from Graz. British Weeks are contagious, as was shown by the considerable success of British Shopping Weeks in Bruges this year, coming six months after our biggest effort so far, in Brussels in the autumn of last year. Our main effort here must of course be in Vienna, at the cross-roads of Central Europe.

Exporters must give active co-operation

The commercial organization for British Week in Vienna is now turning over well. Plans are in hand for arranging a wide variety of cultural, sporting and social events to create a pro-British, buy-British atmosphere for our manufacturers. The press are already showing interest and publicity for British Week is growing. But, whatever we do and however well we do it, we rely on the support of the British exporter. Without his active co-operation our effort is lost. The government and city authorities have been most helpful, the department stores and shops are showing an increasing interest in what we have to offer. Consumer buying power has risen 7 per cent annually for the past five years. There is full employment here. In Vienna there lives a quarter of the total population of Austria, representing one-third of the national spending power. The obvious target therefore for exporters interested in the Austrian market is Vienna.

An expanding market for consumer goods

To those of us who live here it is clear that Austria is a country on the move. Factories, offices and the pattern of retail trade are being modernized. The sales of cars, TV sets, washing machines, refrigerators and other consumer durables are going up substantially every year, a sure indication of improved standards of living. This is the time to establish a market in Austria for all manner of consumer goods and consumer durables – while we have a tariff advantage.

British Week in Vienna is mainly concerned with consumer goods and getting them into the shops, but manufacturers of consumer durables and even capital goods can profit from the atmosphere created over a preparatory period of 20 months before a British Week. Britain can sell almost everything from toys to nuclear reactors.

Vienna, at the far eastern end of Austria, is surrounded by a number of countries for which Vienna can be the shop window for the British exporter. At this moment motorcoaches are touring Vienna from Czechoslovakia, Hungary, Yugoslavia and other adjacent countries. More visitors will be encouraged to come to Vienna for British Week. Their main interest is buying the consumer goods in the shops, and at that time the window displays will be filled with British goods.

Carnival atmosphere

As in other British Weeks the streets will be decorated with flags and banners and a large assortment of advertising material will be made available to shopkeepers for their window shows. We hope to have London buses touring the streets, British policemen and policewomen, military bands, British pubs and all the usual fun of the fair of a British Week. There could be no better background than Vienna, a city with a tradition of festivity and gaiety which has survived many vicissitudes.

In addition to the usual features of a British Week it is hoped that we shall be able to organize numerous exhibitions of British products separately from the shops as well as fashion shows, lectures and film demonstrations. In short, we are planning to provide something for everybody. However, in the organization of every kind of event to entertain, we must not lose sight of our main objective, which is to sell. I repeat that this is a market where they import only 6 per cent of their needs from Britain and they are our partners in EFTA. There is room for expansion and a welcome for British businessmen and their goods. Exporters interested in the Austrian market can rely on every practicable help from the Board of Trade and the BNEC Export Council for Europe (in Britain) or from the Commercial Department of the British Embassy here and from the British Week Office in Vienna, which is a few minutes' walk from any of the principal hotels.

The important thing is to come out and look at this welcoming city. It can be not only a great pleasure but profitable too.

Export orders for machine tools exhibitors

IN SPITE OF the rail go-slow which brought down total attendance at the Machine Tool Exhibition, Olympia, by the end of last week to a little less than for the same period at the last exhibition in 1964, the number of overseas visitors – 10,638 by Saturday evening – was well up on the previous figure.

Export orders reported by the time the *Journal* went to press included Italian and American orders totalling over £600,000 for Cramic Engineering Ltd., and an order for eight presses valued at £500,000 placed by a South African customer with Wilkins and Mitchell of Darlaston.

The Cramic £220,000 Italian order is from Fiat. It covers Cramic Supacut T. 76 and Ts. 76 machines for the production of large aircraft components. The machine, fitted with Bendix numerical control equipment, will be installed at the Fiat aircraft factory near Turin.

Three Supercut 0.54 machines valued at £400,000 comprise the Cramic United States order. The machines, also with Bendix control systems, are for the Avco Aerostructures Division plant, Nashville, Tennessee. They can handle work-pieces up to 100 ft. long and will be used in the production of air-frame components for 'Jumbo' transport aircraft.

Landis Machine Co. won a £200,000 order for threading machines, while Churchill Redman Ltd., took an order for the Fiat plant in Russia for lathes worth £350,000. A £50,000 order for Dean, Smith and Grace was placed by a Canadian customer, and Jones & Shipman won a £10,000 order from Germany.

'This exhibition demonstrates a new approach to productivity', said Mr. Anthony Wedgwood Benn, Minister of Technology, at the Banqueting House, Whitehall, London, on July 2. He was speaking to overseas visitors to the exhibition, which he had toured earlier in the day.

'My visit to the IMTE was a great and encouraging experience', he continued, 'largely because the show indicates very rapid recent progress by the British machine tool industry and because the products shown are of very high quality. The exhibition illustrates too the growing international co-operation in machine tool technology.'

The IMTE closed on July 11. Orders reported to date total £2.3 million, with £1.5 million for export. It was organized by the Machine Tool Trades Association.

Joint venture at Leningrad Fishing Exhibition

IN CONJUNCTION with the Board of Trade, the British Marine Equipment Council are sponsoring a joint venture exhibit at the International Fishing Exhibition (INRYBPROM '68) in Leningrad from August 6 to 20. Twenty-three British marine equipment manufacturers will be taking part in addition to the Upper Clyde Shipbuilding Group and the White Fish Authority. The Othello-class trawler 'Cassio', built by UCS for Hellyer Brothers, will be tied up in Leningrad harbour to form part of the British display. The shore section will be disposed in three space domes on the quayside. BMEC will have an information stand on behalf of the British marine equipment industry as a whole. This will be the first time that British marine suppliers have taken part in a composite exhibit of this type in the USSR.

Displays of UK products at overseas fairs

DURING THE next three months the Board of Trade will be supporting more than 1,000 British firms participating in collective presentations sponsored by 50 British trade associations at 47 trade fairs. A wide and diverse range of products will be displayed in overseas commercial centres as far apart as Cologne to Kampala, Milan to Manila, and Los Angeles to Leningrad. This is part of the continuing campaign to promote British goods on a world wide scale with assistance for group displays under the Board of Trade's joint venture scheme. Electronic equipment, automation and instruments, building technology and materials, household goods and hardware, cycles and motorcycles, medical equipment, jewellery, and photographic equipment will be among the wide range of industries to be represented.

Many of the events will be held in the United States and the Federal Republic of Germany, two of Britain's most important export markets. Following up the recent successful trade drive in Denmark and Britain's export efforts in the Scandinavian market. there will be specialized and general exhibitions in Malmo, Helsinki, Stockholm, and Copenhagen, the latter capital being the venue for three large Board of Trade joint venture displays in the Fashion Fair (80 firms), the International Technical Fair, and the International Electronics Exhibition next September.

British industry is also seeking the valuable export opportunities in Eastern Europe and displays in this area will be presented in Bulgaria, Czechoslovakia, Rumania, the Soviet Union, and Yugoslavia. In September, British Pavilions will be organized by the Board of Trade at the International Trade Fairs at Plovdiv and Zagreb. An interesting feature of the British participation at the International Fishing Exhibition (INRYBROM) at Leningrad in August will be the presence of a modern stern freezer trawler chartered by the Board of Trade to show British marine equipment in its functional setting. The vessel will be moored at a quay which forms part of the exhibition site at this particular event.

In the present period of post-devaluation opportunities, British exporters are increasingly aware of the part trade fairs can play in helping exports. The Board of Trade's expanding programme of assisted participation at overseas trade fairs has provided British industry with show-places for their goods throughout the world – a spring-board with which to promote new products and explore fresh markets, and an opportunity to sustain and boost current export achievements.

Note: A detailed programme of overseas trade promotions was published in the *Board of Trade Journal* of July 5.

8,000 exhibits to be seen at forthcoming Soviet Exhibition

'THIS WILL BE the largest exhibition to be held this year by the Soviet Union in a foreign country – about 8,000 exhibits will be on display – and I think its wide-ranging and varied content will be of the greatest interest to visitors'.

Mr. K. J. Smolianov, the Director General of the Soviet Exhibition (at Earls Court, London, from August 6-24), said this at a recent press conference in London to announce the second exhibition of its kind to be held in London.

Occupying some 200,000 square feet of floor space in a series of interlinking halls at Earls Court, each devoted to a particular type of product or specific sphere of activity, highlights of the exhibition will include Yuri Gargarin's original Vostock 1 spaceship, daily fashion parades, a 700-seat cinema, a special 'Atoms for Peace' section, Soviet colour TV, Russian cars, motor cycles, mopeds, bicycles and houses, a working model of a thermonuclear reactor of the future, and examples of consumer goods which will include electrical appliances, porcelain and glassware, footwear, knitted goods, musical instruments, toys, handicraft ware, furs, carpets, foodstuffs and books.

The exhibition is presented with the co-operation of 30 Soviet foreign trade organizations, the USSR Academy of Sciences, the State Committee for the Uses of Atomic Energy and numerous Soviet Ministries.

Continuing, Mr. Smolianov said: 'I am very pleased to be able to say that trade relations between our two countries – the Soviet Union and Great Britain – have been developing most successfully in recent years. It would not be an exaggeration to say that the Soviet market is becoming ever more important for British firms. Last year Britain's exports to the USSR totalled £163 million. This is an all-time record for British exports to the Soviet Union.

'Last month Mr. Anthony Crosland, President of the British Board of Trade, visited our country. During the talks he had with Mr. N. S. Patolichev, the USSR Minister of Foreign Trade, both sides noted with satisfaction that trade between our two countries was successfully expanding and developing. The year 1969 will see the expiry of the five-year trade agreement between the USSR and Great Britain and our two countries have decided to negotiate a new long-term agreement.'

Speaking on behalf of the sponsors – the Association of British Chambers of Commerce and the Russo-British Chamber of Commerce, Lord Ebbisham, President of the ABCC, said that the results from the British Industrial Exhibition in Moscow in 1966 showed that contracts worth £24 million were concluded by exhibitors. 'Equally important was the tremendous increase in understanding and good will that resulted. Although orders are the primary aim of this exhibition, I firmly believe that an equal amount of good will must inevitably result from the many individual contacts that will be made over the 17 days of the event.'

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Britain has largest foreign pavilion at Santarem Agricultural Fair

A report from the British Embassy, Lisbon

BRITAIN'S technical progress in agricultural machinery and equipment was well illustrated in the British Pavilion at the 1968 Santarém Fair in Portugal. This year, the British Pavilion was extended to an area of 2,000 square yards, more than twice as large as previously. The pavilion itself was acknowledged to be not only the largest but by far the most attractive foreign pavilion in the Santarém Fair. The inside area allowed room for nine of this year's 24 exhibitors the remainder occupying open air sites. The British Agricultural Export Council sponsored the British participation in a joint venture scheme with the Board of Trade.

An exhibitor of laying batteries, acknowledged the quality of the pavilion, stated that 'The advantage of working in the British pavilion is that each firm's stand is seen by visitors who may have come to see another stand. Together, these individual stands achieve a greater impression than they would if they were placed separately in the showground. Furthermore, one firm can help another in various ways with mutual advantage during the course of the fair. We hope that our company will again be offered the opportunity of participating in the 1969 Fair.'

Owing to restrictions imposed by the Portuguese Government following the foot and mouth outbreak in the United Kingdom it was impossible to bring livestock to Portugal, and of the ten cattle on show six Friesian heifers were loaned by a Portuguese breeder and importer of British stock and four in-milk Friesians by the director of the National Zootechnical Research Station. A comprehensive range of equipment, including a working 'abreast-type' Gascoigne milking parlour, together with the cattle and the other animals exhibited, i.e. Border Leicester x Merino cross lambs and turkeys, attracted much attention. Indeed, the organizing secretary of the Fair, commenting on the British Pavilion, said that it could be regarded as 'an agricultural exhibition in itself.'

There was a noticeable drop in the number of visitors to the Fair this year, due in part to the fact that the Portuguese Government's plans for the re-mechanization of agriculture are not yet operative; and as these plans include schemes for subsidies, most of the machinery on show was still beyond the immediate purchasing power of potential buyers. The Landmaster rotavators, however, attracted considerable interest, and the Portuguese President, Admiral Americo Thomaz, while visiting the pavilion on the opening day, drew the attention of the Minister of the Economy Dr. Correia de Oliveira, himself a farmer, to them.

A spokesman for Swifts of Scarborough said that his firm will continue to support this venture, in view of their 'confidence in the growing market potential in Portugal'. He added that 'as automation becomes more accepted by the Portuguese farmers, the modern, economic and hygienic way of increasing egg production through the use of laying batteries will become normal. However, this does not happen quickly.'

Answering questions about their participation in this year's event, the Potato Marketing Board representatives said that, on the opening day, a very substantial number of people visited the British seed potato stand. Samples of British potato varieties were on display and excited very considerable interest. The spokesman for the Potato Marketing Board also said that 'discussion with Portuguese farmers suggested that they are well acquainted with seed imported from Britain and particularly from Northern Ireland. But surplus production during the past season has resulted in depressed prices in Portugal and many farmers commented on this and on the many problems of potato growing.'

The representative of the Border Leicester Sheep Breeders Society, commenting on the fact that it was only due to the import restrictions that no Border Leicester rams from the United Kingdom were being exhibited this year, said: 'However, the Border Leicester cross bred sheep loaned by the Portuguese authorities once again created a lot of interest. Inquiries for sheep have been received from private buyers and, in addition, from the Government Farm at Fonte Boa where it is intended to continue with trials for the development of a new breed. This is to be formed by a mixture of three breeds – Merino Precoce, Border Leicester and East Friesland. We were delighted to see specimens of the first stage in this process, Border Leicester x Merino Precoce and East Friesland x Merino Precoce. If successful, this breed will require a continuing supply of Border Leicester rams'.

The theme of the British representation at this year's Fair was mechanization and the general saving of labour. This follows the Portuguese Government's intention to re-mechanize the agricultural sector of the national economy, and should prove a profitable and worthwhile field for United Kingdom exports to Portugal in the years ahead.

Looking at the display on the British stand at the Lisbon International Trade Fair. 'A gratifyingly high number of trade inquiries' were taken on the stand.

Sir Leonard Paton (left), chairman of the London Publicity Committee of the Scottish Council, with Mr. William Ross, Secretary of State for Scotland, at an exhibition, held at the Scottish Council's offices in London, representative of firms who have recently moved into or expanded in Scotland (see last week's Journal, page 17).

Quick sales of British goods at Dornbirn Shopping Week

SHOPKEEPERS in Dornbirn estimate that their sales increased by between 50 and 100 per cent during the British Shopping Week held there this June, reports the British Consulate at Innsbruck.

Although only a small town (population 33,000) Dornbirn is the economic and commercial capital of the Austrian province of Vorarlberg, and the success of this locally organized promotion, which in fact lasted 17 days from June 1-17, is an important pointer to the welcome which awaits British goods in Austria.

The Shopping Week was opened on June 1 by Mr. Adrian Grant, HM Consul at Innsbruck, and the ceremony was followed by a reception at which Mr. Grant and the Mayor of Dornbirn, Dr. Karl Bohle, were joint hosts. The town presented a lively picture in the sunshine with two helmeted 'bobbies' from the Kent Constabulary in the town's main square, the Marktplatz, and six pipers of the King's Own Scottish Borderers accompanied by two troopers of the 9/12 Lancers in full uniform parading the beflagged and crowded streets.

Organized on the initiative of a group of local businessmen, the promotion owed much of its success to the municipal travel and publicity department and to the display material supplied by the Board of Trade which transformed and in fact dominated the whole town during the Shopping Week. Among highlights of the promotion were a Tombola, for which BEA had presented a free air trip to London as first prize, a balloon competition for children, a dance-band contest, an exhibition of British travel posters supplied by the British Travel Association and a very popular whisky bar set up in the 'Zum Hirschen' hotel.

The Commercial Counsellor of the British Embassy in Vienna, Mr. P. H. Scott, visited Dornbirn at the end of the Shopping Week and spoke to over a thousand people at the closing ceremony. There is no doubt that the people of Dornbirn entered enthusiastically into the spirit of the event. Good coverage was given by Austrian radio and TV and the press took a close interest. The shopkeepers who took part were delighted with the result and it is quite certain that a valuable stimulus has been given to the sales of British goods in this province.

Cars from Britain at Los Angeles show

A report from the British Consulate-General, Los Angeles

Left: Mr. Lee S. Grey (left), Los Angeles district sales manager for Ford Division of Ford Motor Company, and Mr. Ronald Platt, the division's imported vehicles manager, discussing sales of the Ford Cortina during the recent Auto Expo '68 in Los Angeles. Mr. Platt reported that the Cortina registered spectacular gains of 85 per cent in the first four months of 1968. Right: A busy scene at the show, where British cars were prominently featured.

BRITISH CARS featured prominently in Auto Expo '68 and Imported Car Show held at the Los Angeles Sports Arena from May 30 to June 10. On the eve of the opening a champagne reception was attended by many local personalities and the show was given extensive coverage on the local TV and radio and in the press.

The Austin America made its debut on the West Coast with four models on view in differing trim. Backed by an astute publicity campaign the car is already attracting buyers in substantial numbers. Other cars featured on the British Motor Holdings stand included an Aston Martin DB-6, two Lotus models (an Elan and a Europa), the MG Midget, and MGB's in both convertible and GT format. The Austin Healey Sprite was also on view.

Across the isle was the Leyland/Triumph/Rover display featuring the Triumph TR-250, one of which was shown in a stage setting with sound effects of the car in motion and a brilliantly conceived psychedelic lighting display as a background. The models on the floor included wire-wheel, hardtop and standard versions. The GT-6, the Mark III Spitfire and the TR-4 were also attracting plenty of attention. Rover showed their 2000 in TC and Automatic models and had as their central feature a 2000 gift-wrapped in colourful travel posters. A Land Rover was also displayed.

Ford showed the complete range of their Cortina model – two and four door de luxe and GT versions, as well as a Station Wagon. They also showed a 1600 GT animated chassis display, the whole stand against a background of an English castle with an equestrian model of Lady Godiva in front – to emphasize their advertising theme of 'The most exciting English transportation since Lady Godiva's horse, and that was only a one-passenger model'. But Ford also had a Lotus racing car in a track simulator cinema where the buffs could drive a circuit of a racing track which unwound before them on the cinema screen. The car was complete with tachometer, gear change, brakes, etc.; a light flashed above the screen to record a crash or any deviation from the track while stop-watch timing produced the lap times and speeds.

Apart from the manufacturers' displays, Peter Satori, a local Rolls-Royce distributor, showed 1967 and 1968 Silver Shadow models and a 1967 Bentley Model T.

Foreign exhibitors included Alfa Romeo, Ferrari, Fiat and Maserati from Italy, BMW from Germany, Citroen from France, and Saab from Sweden. An interesting exhibit was the Rowan Electric car powered by two nine horsepower electric motors claiming a top speed of 70 miles per hour.

The paid attendance of 37,000 would have been very much greater but for the tragic assassination of Senator Robert Kennedy, which occurred at what should have been the peak attendance period. Those who did visit the show came to buy, and exhibitors all reported solid interest of the most practical kind. For Ford and Austin, who are both in the thick of a special effort to promote their Cortina and America models, the show was indeed opportune and has undoubtedly stimulated sales.

Ophthalmological equipment at Amsterdam

A report from the British Embassy, The Hague

THE THIRD Congress of the European Society of Ophthalmology was held from June 18-21, at the RAI Congress Centre which forms part of the large RAI exhibition halls in Amsterdam. The main theme was 'Occupational and Medicative Hazards in Ophthalmology'.

Over 600 ophthalmologists from countries all over Europe as well as from Japan and North and South America took part. Concurrently with the Congress an exhibition of ophthalmological equipment was held in a hall adjacent to the Congress Centre which allowed participants to take part in both events.

A British joint venture stand, organized by the Board of Trade and the Guild of British Dispensing Opticians, dominated the exhibition. The stand was designed by the COI and was the subject of much favourable comment from members of the Guild and other participants because of the way in which it allowed visitors to enter and examine products at leisure.

Thirteen firms participated in the venture. Their products ranged from contact lenses to sophisticated laser equipment and cryo-surgical instruments.

The British Ambassador, Sir Peter Garran, accompanied by Mr. G. L. Pearson, Commercial Counsellor, visited the exhibition on June 20, and met participants in the joint venture as well as two other British exhibitors. Other members of the British Embassy also visited the British stands.

Few orders were taken, but exhibitors expected this as eye specialists would first discuss interesting equipment with their colleagues before orders would be placed. But one British exhibitor sold all their equipment to their Belgian agent. Some exhibitors made valuable contacts with eye specialists from Iran and other countries outside their normal sales area.

The exhibition was open only to participants in the Congress. This ensured a high standard of interest and inquiries. Exhibitors agreed that the exhibition was very worthwhile indeed.

Strong British contingent at Frankfurt Laundry Fair

A report from the British Consulate-General, Frankfurt

THE IWC International Laundry and Dry Cleaning Fair, which takes place at four-yearly intervals, was this year held in Frankfurt from June 9 to 17 in the new large hall 5, the largest single exhibition hall of its kind in Europe. Within its 300,000 square feet over 260 firms exhibited, about 40 per cent from outside Germany. Exhibits included laundry and dry-cleaning equipment, laundering products, soaps, detergents, cleaning agent activators and stain removers, and also general requisites for laundry and dry-cleaning concerns.

This time there were 19 British exhibitors, of whom seven formed a joint venture under the joint auspices of the Board of Trade and the Society of Laundry Engineers and Allied Trades Ltd. These firms were showing a wide range of goods, in line with the variety which is a hallmark of this Fair.

Results in the British camp ranged from the adequate to the extremely good, and the general consensus of opinion was that it had been an excellent Fair, especially for the larger firms. One of the joint venture firms had taken orders for £50,000 for ironing and folding machines. Generally, the international flavour of the Fair had been borne out by the amount of third-country business that had been done, in Britain's case especially with the EFTA countries and the United States.

At the end of the Fair, the organizers announced that results had reflected the fullest success for exhibitors and visitors, and the optimistic atmosphere had been well supported by the excellent results obtained throughout the Fair and in all spheres of activity. A cross-section of well over 90 per cent of the exhibitors declared themselves to be satisfied both in their business with Germany and elsewhere as a result of the Fair.

This Fair has been eagerly awaited by the trade throughout Europe and elsewhere. After the usual interval of four years, the opportunity was again presented to all members of the trade, and to those of the public who were interested, to obtain a comprehensive picture of the entire present state of the industry. The Fair has come to be the culmination of a four-year cycle for many firms' design and construction staff. At the same time, it is a forum for the presentation and discussion of new methods of working, and research results. As in 1964, conferences of the various trade association, national and international, took place.

Against this technically expert backcloth, British firms again proved that they had both a lot to offer and to contribute, in sales and discussion. Their impact on this very important specialist trade fair will be felt over the four-year gap before the next International Laundry and Dry Cleaning Exhibition in 1972.

Canadian Atom Show '68 at Toronto

A report from the British Trade Commission, Toronto

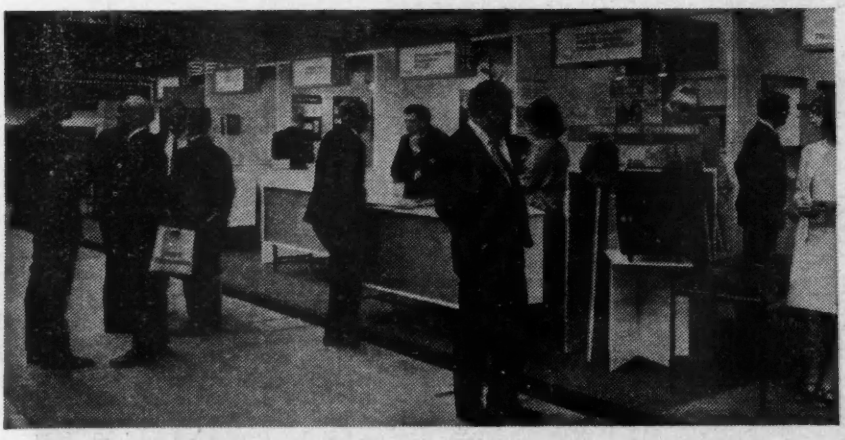
THE CANADIAN Nuclear Association together with the American Nuclear Society recently held a combined conference and exhibition at the Royal York Hotel, Toronto (Canadian Atom Show '68, June 9 to 13). This has become an annual event in the Canadian conventions calendar, previous conventions having been held in Montreal and Winnipeg. This was, however, the first time that the American Society had participated as co-sponsors.

The United Kingdom was represented in the exhibition by the Production Group of the United Kingdom Atomic Energy Authority and by the British Nuclear Forum, the latter group in co-operation with the Board of Trade on joint-venture terms. The UKAEA's exhibit was centred upon United Kingdom production of low enrichment material for power reactors. Fuel element specimens were on display and so too was a model of a rail transporter used for irradiated fuels.

The British Nuclear Forum stand, adjacent to that of the UKAEA, exhibited the specialized products of private industry. The exhibitors were Newman, Hender; Fairey Engineering; Plessey Automation and Tube Investments. In addition, complimentary copies of the current June edition of the British magazine *Nuclear Engineering* were available. Appropriately, this edition featured a survey of the Canadian nuclear scene.

In addition to this powerful official contingent, a number of other United Kingdom manufacturers were represented and their products displayed on the stands of their Canadian representatives.

A rather striking statistical presentation by the British Nuclear Forum showed that in 1967 the United Kingdom produced more kilowatt hours of electricity from nuclear power than did the rest of the non-Communist world put together. Second in this league was the United States, but with little more than one third of our kilowatt output. Clearly in this aspect of the peaceful application of atomic energy we have an impressive lead. A lead which, with our experience, places us in a powerful position for the supply of such plant and technical know-how to the world market which our presence at such international conventions as this helps to keep informed.



Visitors to the British stands at the Frankfurt Laundry Fair. Nineteen British exhibitors participated in the fair, seven of whom took part in a joint venture organized by the Board of Trade and the Society of Laundry Engineers and Allied Trades Ltd.

Group exhibits at Lyons International Fair

THE LONDON Chamber of Commerce is organizing a pioneer group exhibit of woodworking machinery manufacturers under the Board of Trade joint venture scheme at 'Expobois' in Lyons from March 22-31, 1969.

'Expobois' – a well-supported biennial event – is one of the many specialized exhibitions under the umbrella of the Lyons International Fair. It is situated in the Engineering Hall and offers 15,000 sq. metres of space. In 1967, 400 woodworking machinery companies exhibited from all over the world, British products mainly appearing on the stands of their French agents.

A group exhibit in the Mechanical Handling section of the Lyons Fair is also being organized by the London Chamber of Commerce with Board of Trade assistance.

British participation throughout the Lyons International Fair is increasing rapidly. In 1968 – at the 50th Lyons Fair – Great Britain was the leading foreign nation, with groups exhibiting in six areas. The exhibition site is one mile long, presenting some 3,500 exhibits. The 'gate' records an average of 600,000 visitors every year, of which 13,000 are from outside France.

All inquiries to Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

British participation in Bologna Industrialized Building Exhibition

BRITISH MANUFACTURERS of building materials will be exhibiting for the first time under the Board of Trade joint venture scheme at the International Industrialized Building Exhibition at Bologna (October 5-13). The group is being sponsored by the Building Materials Export Group.

The diversity of products to be shown reflects the range of interest and opportunity of this annual event. The United Kingdom representatives of the Fair, Exhibitions and Trade Fairs (Overseas) Ltd., say that national investments specially planned over the next few years for the Italian building industry are concentrated on housing, roads, schools and hospitals.

A major area of the exhibition site is taken by prefabricated components and prefabricated buildings, and Welding Industries Ltd. of Bristol are liaising with the exhibition organizers with a view to mounting an eye-catching promotion illustrating the advantages of present-day techniques.

A group of architects, engineers and surveyors from the Westminster Chamber of Commerce have taken a combined stand with Board of Trade assistance to present their skills in a promotional exhibit.

The Bologna Fair organizers are planning extensions to the present site to cope with the growing demands from both home and overseas manufacturers. Bologna is directly connected with major cities by means of a modern network of motorways and rail and air services. The Fair grounds are situated on the perimeter of the city, ten minutes from the centre.

British stand at Lisbon Trade Fair

A report from the British Embassy, Lisbon

THE 'Feira Internacional de Lisboa' has been an annual event since 1960, but until 1968 there had been no direct British Government participation. This year a British information stand was staffed by the Commercial Department of the British Embassy in co-operation with the London Chamber of Commerce and the British-Portuguese Chamber of Commerce of Lisbon.

The fair itself (June 9 to 23) is a general trade fair which has developed during the nine years of its existence into a comprehensive representation of Portuguese industry and commerce. It takes place during the second and third weeks of June. The products of 109 British firms were shown on the stands of their local agents and several firms also sent their representatives to take part.

The British stand was designed by the Central Office of Information and featured a column surmounted by the Union Jack which marked it out clearly from other national stands in the vicinity. The main attractions of the stand were a pictorial display designed to promote interest in some of the most up-to-date facets of British industrial life with photographs of container transport systems, shipbuilding, atomic energy, hovercraft and fashions; a film projector showing an almost continous display throughout the duration of the fair; and an information counter displaying trade magazines and literature which were read with much interest by members of the public. This counter, manned by representatives of the Embassy and the two Chambers of Commerce, proved to be a valuable focal point. Inquiries on many aspects of British life were answered, along with a gratifyingly high number of trade inquiries.

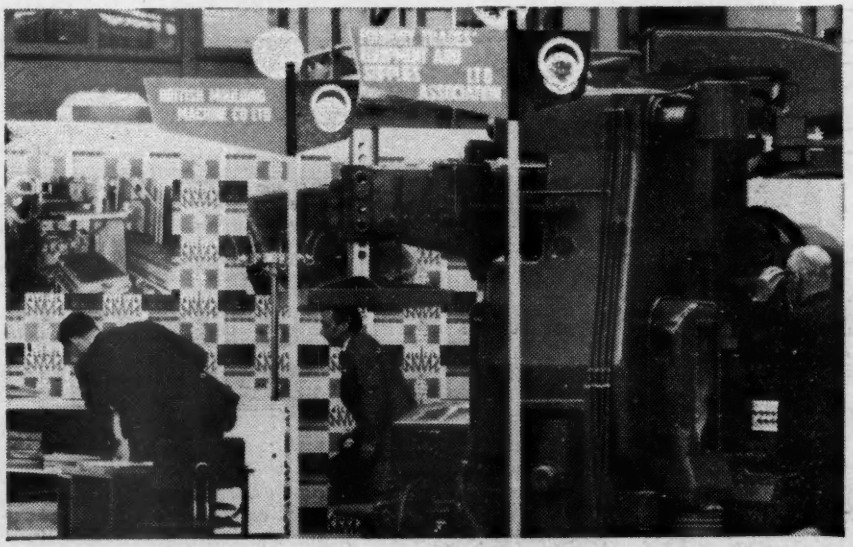
The fair was opened by His Excellency, the President of Portugal, Admiral Americo Thomaz, who visited all sections and returned later in the fortnight to see it in greater detail. He was received at the British stand by the Chargé d'Affaires, Mr. Welbore Ker.

The Feira Internacional de Lisboa normally attracts about 250,000 visitors and this year, in spite of a doubling of the entrance fee, attendance was well maintained. Any firm exhibiting at the fair can thus be assured of considerable publicity. It is, however, important for British manufacturers to see that their goods are well presented and clearly marked as British by their local representatives. Where this is done interest is stimulated. In particular, one stand showing British carpets was always crowded and elsewhere a new type of welding equipment was demonstrated to a selected group of engineers.

Official British participation in the fair means that the commercial services of Her Majesty's Government are readily available to exhibitors. It is hoped that this will further encourage British firms to take part in the 1969 Lisbon fair. Those wishing to receive further information should write to the Overseas Trade Fairs Directorate of the Board of Trade, 1 Victoria Street, London, SW1, or to The First Secretary (Commercial), British Embassy, Rua S. Domingos à Lapa 37, Lisbon.

Düsseldorf foundry fair augurs well for UK exhibitors

by G. W. Blackman, Commercial Section, British Consulate General, Düsseldorf



Some of the exhibits on the British stand draw attention from visitors.

THE SUCCESS of GIFA, the third International Foundry Trade Fair, held in Düsseldorf from June 20 to 26, was marked by the high attendance from German and foreign foundry men. Three hundred and twenty-seven German exhibitors and 125 foreign exhibitors from 17 countries showed a comprehensive industrial display of foundry machinery and equipment, as well as raw materials and supplies, demonstrating the quality and application of foundry products as well as the latest developments in control techniques. All seven halls of the Düsseldorf exhibition grounds were used to their capacity, providing a net area of 297,000 square feet.

Great Britain, with a total of 34 firms, was by far the largest foreign exhibitor and the British joint venture stand was the only foreign Government sponsored stand at the fair. Twenty of the British firms were grouped together on the joint venture stand in a hall which occupied an area of 12,500 square feet. The remaining 14 firms showed their foundry products independently and were accommodated in other halls. France was the second largest foreign exhibitor with 20 firms, followed by Italy (18), Switzerland (16), United States (seven), Holland (five), Belgium (three), Spain, Austria, Lichtenstein and Denmark with two each, and Norway, Poland, Sweden, Czechoslovakia and Canada each with one exhibitor. During the seven days of the fair 47,000 entrance tickets were sold to the trade visitors from 56 countries: large groups of visitors came from the United States and Japan, while the USSR was represented by an official delegation.

The fair was organized by the Düsseldorf Messegesellschaft m.b.H. (NOWEA) and was sponsored by the Federation of German Foundry Technicians (VDG) and the Foundry Machinery Group of the Federation of German Machinery Manufacturers (VDMA). The British joint venture was sponsored by The Foundry Trades' Equipment and Supplies Association Ltd., in co-operation with the Board of Trade and with the assistance of the British Consulate-General in Düsseldorf. The stands were designed by the Central Office of Information.

The British joint venture attracted large numbers of trade visitors and the exhibitors were in general more than satisfied with the overall results. The fact that this stand was the only official venture sponsored by a foreign Government undoubtedly increased the number of visitors and the stands were a focal point for prospective trade buyers and for agents interested in British foundry equipment. All British firms who participated in the fair were visited during the course of the exhibition by Mr. J. M. Fisher, HM Consul-General at Düsseldorf; and Mr. C. W. Blackman, HM Consul (Commercial).

Although exhibitors at foundry trade fairs do not usually expect to do much more than arouse interest and stimulate inquiries for following up later, in fact substantial firm orders were booked by British firms on this occasion. A conservative estimate puts the figure for these orders at £150,000. Almost all firms found that they received more inquiries than expected: one firm reported inquiries from 16 different countries, while others recorded up to as many as 400 serious inquiries during the period of the fair. An unusual feature of this fair too is the number of inquiries received from British firms for goods to be supplied in Britain.

Typical of the export orders placed on the British stands were the five core-making and moulding machines worth £20.000 sold by the Polygram Casting Co., 10 crucible melting furnaces worth £20,000 sold by the Morgan Crucible Group and £22,000 worth of core blowing equipment sold by Industrial Foundry Materials Ltd. (Steloy). An independent stand which created great interest was that of Dimo Ltd. of Cwmbran, Mon., who demonstrated their low pressure die casting machinery. This dynamic company sold several machines and received over 300 inquiries from European firms which may be expected to lead eventually to well over £200,000 worth of business. Mention must also be made of what was claimed to be the largest glass fibre pattern in the world shown by J. J. Harvey (Manchester) Ltd. A photograph of this pattern as background for a well-known German mannequin received publicity in the daily press!

The British exhibitors felt that GIFA 1968 had again proved that it is the most important fair of its kind. In view of its success and the quickening rate of development in the foundry field the organizers are now planning to stage the next event in 1973 instead of in 1974.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

American textile importers visit UK display

To INTRODUCE a visiting group of British apparel fabric and trimmings manufacturers, the Silk and Man-Made Fibres Users' Association trade mission to the United States, to trade contacts and press representatives, the British Consulate-General recently held a working reception and samples display in the Ministerial Suite of the Britsh Government Offices in New York during June. The occasion drew a large gathering of American importers interested in buying exclusive fabrics and furnishings trimmings from Britain. Representatives of the trade press commented favourably on the colourful array of samples draped around the ministerial office. It was the first time that New York, the centre of the American apparel and textile market, had seen a collective showing of British textiles brought over by a visiting trade mission.

In a scene reminiscent of a showroom opening, American textile importers thronged the Minister's office which had been temporarily set up as a display room. Outside, in the ante-room, other visitors took refreshment and discussed business prospects with members of the trade mission. Commenting on the event, *Women's Wear Daily* fabric editor said: 'We could do with more of these collective displays in the textile field. We are inundated with inquiries for fabric resources and there are too few trade shows where a wide selection of textile goods can be seen by buyers.'

The mission, composed of 12 firms in the apparel fabrics and trimmings trade, spent a week in New York before going on to Canada to visit Montreal and Toronto. The mission received financial backing from the British National Export Council and full assistance from the Board of Trade and the Government's overseas commercial services. Business prospects resulting from the mission's visit to the North American market showed great promise and several of the members reported outstanding successes in export orders.

An American importer, Mr. Heller of Gideon Heller Inc., New York, examines samples on display at a reception held for the Silk and Man-Made Fibre Users' Association trade mission to the United States at the British Government Offices, New York. With Mr. Heller (extreme right) are Mr. R. K. Lynton, director, Stephen Walters and Sons Ltd., Suffolk; Mr. R. M. Robinson, director, M. Makower & Co. Ltd., London; and Mr. K. G. Hutton, director, Gasmey Ltd.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

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Overseas Trade and Exports

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India

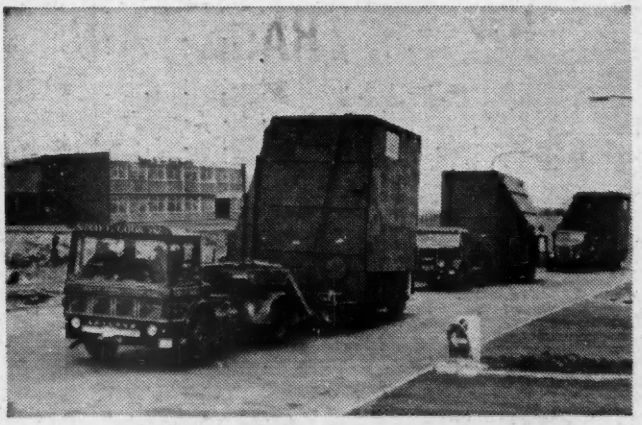
TWO LOAN AGREEMENTS totalling £16 million have been signed in Delhi between the British and Indian Governments. The first loan, of £8.5 million, is for general purposes, and the second, of £7.5 million, for debt relief.

The general purpose loan will be used for the purchase of British goods and services needed for India's development. The debt relief loan will reimburse repayments on past loans due to Britain from July 1 onwards.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), quoting reference CRE/22257/P.

Resumption of diplomatic relations between Britain and Tanzania

THE COMMONWEALTH OFFICE announced on July 4 that the Governments of the United Republic of Tanzania and of the United Kingdom of Great Britain and Northern Ireland have decided to resume diplomatic relations which were broken in December 1965. This resumption takes effect from July 4, 1968. High Commissioners of the two countries are expected to take up residence in the respective capitals shortly. Pending the exchange of High Commissioners the Heads of Interest Sections in Dar es Salaam and London respectively will become Acting High Commissioners.



American Air Filter (Great Britain) Ltd. are currently building equipment to the value of £400,000 at their Cramlington Factory, which will ultimately be installed in Iran. The orders are associated with the air intake filtration system for 23 gas turbines. Photograph shows units being supplied to the instructions of Continental Engineering, N.V., Amsterdam, for use on the 'Gurreh Booster Station' and one of three units also ordered from Holland by Werkspoor N.V., Amsterdam. A further 15 larger units are under construction on a contract negotiated through International Management and Engineering Group Ltd., in London with the National Iranian Oil Co.

Hotel accommodation in Sofia

THE BRITISH EMBASSY in Sofia has warned that no hotel accommodation is likely to be available in Sofia from July 28 to August 6 because of the International Youth Festival.

Export Service Bulletin

DURING THE QUARTER ended June 30, 1968, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7031).

Quarter ended June 30, 1968

Commodity	*No. of Inquiries*
Aircraft and Watercraft	69
Antiques and Works of Art	4
Baby and Invalid Carriages	2
Boots, Shoes and Slippers	28
Brushes and Brooms	13
Building Supplies	130
Ceramic Products	44
Chemicals, Oils, Fats, Greases and Paints	321
Clothing	154
Contracts	265
Cosmetics, Toilet Preparations, Perfumery and Hairdressing Equipment	20
Domestic Appliances	72
Druggists' Sundries	25
Drugs and Pharmaceutical Preparations	89
Electrical Machinery and Apparatus	1,009
Fancy Goods	45
Foodstuffs, Beverages and Tobacco	110
Furniture and Floor Coverings	64
Glass and Glassware	33
Hard Haberdashery	9
Iron and steel	426
Jewellery, Cutlery, Goldsmiths' and Silversmiths' Wares	29
Leather and Imitation Leather	27
Leather Goods	12
Livestock and Appliances and Equipment	22
Machinery and Plant (including Machine Tools)	1,486
Medical and Surgical Instruments and Appliances	109
Metalwares	11
Mineral Products	45
Musical Instruments	10
Non-Ferrous Metals	194
Office Machinery and Equipment	74
Paper, Printed Matter and Stationery	193
Photographic and Cinematographic Equipment	46
Plastic Materials	75
Prefabricated Houses and Buildings	6
Radio Apparatus (including Record Players, Television Receivers and Tape Recorders)	133
Railway Equipment	107
Rubber Manufactures	55
Scientific and Optical Instruments	278
Soap and Cleansing Preparations	23
Spectacleware, Opticians' Supplies	7
Sports Goods	28
Textiles	237
Timber, Wood Manufactures	28
Tools, Hand and Engineers' Small (including Portable Power Tools)	103
Toys, Games and Model Engineering	26
Vehicles and Parts	211
Watches and Clocks	10

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of April 19, 1968, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period April-June 1968.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433). Information for United Kingdom exporters will be found on page 122.

Market reports (by country)

Country	Commodity	Bulletin No.
Afghanistan	Pharmaceuticals	79/68
Barbados	Heating, Ventilating and Air Conditioning Equipment	80/68
Finland	Heating, Plumbing and Air Treat-Equipment	83/68
France	Food and Drink Processing Equipment	72/68
France	Packaging and Bottling Equipment	72/68
France	Paper and Board Equipment	72/68
France	Printing Equipment	72/68
France	Textile Equipment	72/68
Ivory Coast	Whisky and Beer	125/68
Japan	British Woollen and Worsted Cloth	90/68
Japan	Art and Antiques	118/68
Japan	Books and Periodicals	118/68
Japan	Brushes	118/68
Japan	Carpets and other Floor Coverings	118/68
Japan	Chemists' Sundries, Cosmetics and Toiletries	118/68
Japan	Chinaware and Earthenware	118/68
Japan	Clothing	118/68
Japan	Domestic Appliances Powered by Gas and Oil	118/68
Japan	Domestic Cleaning and Polishing Materials, Household Insecticides Paints and Varnishes	118/68
Japan	Domestic Electric Appliances	118/68
Japan	Domestic Furniture	118/68
Japan	Domestic Glassware	118/68
Japan	Domestic Hand Tools, Gardening Tools including Do-It-Yourself Items	118/68
Japan	Domestic Hardware, Hollow-ware, Cutlery and Flatware	118/68
Japan	Domestic Plumbing Equipment	118/68
Japan	Dress Materials, Furnishing Fabrics and Household Linens	118/68
Japan	Electric Lamps and Lighting Fittings	118/68
Japan	Food and Confectionery (including Non-alcoholic Beverages)	118/68
Japan	Footwear	118/68
Japan	Gift-ware and Sundry Items	118/68
Japan	Hats	118/68
Japan	Jewellery, Gold, Silver and Plate	118/68
Japan	Leather and Artificial Leather Goods, Handbags, Wallets and Travel Goods	118/68
Japan	Motor Boats, Small Yachts, Outboard Motors and Accessories	118/68
Japan	Musical Instruments	118/68
Japan	Office Machinery and Equipment	118/68
Japan	Ophthalmic and Optical Goods	118/68
Japan	Photographic Materials and Equipmet	118/68
Japan	Radio and TV Sets, Record Players, Tape Recorders and Hi-Fi Equipment	118/68
Japan	Sports Goods	118/68
Japan	Stationery and Stationers' Sundries	118/68
Japan	Tobacco and Tobacconists' Sundries	118/68
Japan	Toys and Games	118/68
Japan	Umbrellas, Sunshades and Walking Sticks	118/68
Japan	Vehicle Accessories	118/68
Japan	Wallpaper	118/68
Japan	Watches, Clocks and Barometers	118/68
Japan	Wines, Spirits and Beer	118/68
Japan	Worsted and Woollen Cloth	118/68

Market reports (by commodity)

Commodity	Country	Bulletin No.
Pharmaceuticals	Afghanistan	79/68
Heating, Ventilating and Air Conditioning Equipment	Barbados	80/68
Heating, Plumbing and Air Treatment Equipment	Finland	83/68
Food and Drink Processing Equipment	France	72/68
Packaging and Bottling	France	72/68
Paper and Board	France	72/68
Printing Equipment	France	72/68
Textile	France	7/628
Whisky and Beer	Ivory Coast	125/68
British Woollen and Worsted Cloth	Japan	90/68
Art and Antiques	Japan	118/68
Books and Periodicals	Japan	118/68
Brushes	Japan	118/68
Carpets and Other Floor Coverings	Japan	118/68
Chemists' Sundries, Cosmetics and Toiletries	Japan	118/68
Chinaware and Earthenware	Japan	118/68
Clothing	Japan	118/68
Domestic Appliances Powered by Gas and Oil	Japan	118/68
Domestic Cleaning and Polishing Materials, Household Insecticides, Paints and Varnishes	Japan	118/68
Domestic Electric Appliances	Japan	118/68
Domestic Furniture	Japan	118/68
Domestic Glassware	Japan	118/68
Domestic Hand Tools, Gardening Tools including Do-It-Yourself items	Japan	118/68
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Sports Goods	Japan	118/68
Stationery and Stationers' Sundries	Japan	118/68
Tobacco and Tobacconists' Sundries	Japan	118/68
Toys and Games	Japan	118/68
Umbrellas, Sunshades and Walking Sticks	Japan	118/68
Vehicle Accessories	Japan	118/68
Wallpaper	Japan	118/68
Watches, Clocks and Barometers	Japan	118/68
Wines, Spirits and Beer	Japan	118/68
Worsted and Woollen Cloth	Japan	118/68

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(133/68) Broadcasting Vans for Algerian Radio and TV Authority. August 15. E.S.B. 26724/68.

(130/68) Telephone Exchange for Ministry of Defence. (Further Information.) Tender documents now available. E.S.B. 24729/68.*

(132/68) Recording Equipment for Ministry of Information. September 30. E.S.B. 26437/68.

(131/68) Ambulances for Ministry of Interior. July 29. E.S.B. 26198/68.

(130/68) Fishing Industry Equipment for National Fisheries Office. July 26. E.S.B. 26144/68.*

AUSTRALIA

(132/68) Cable for Brisbane City Council. July 26. E.S.B. 26443/68* and 26444/68.*

(130/68) Railway Points and Crossings for Commissioner for Railways. July 30. E.S.B. 26125/68.*

(128/68) Air Conditioning Contract for New South Wales Government. (Advance Information.) Closing date not stated. E.S.B. 26090/68 and 26274/68.

(131/68) Switchgear for State Tender Board of Western Australia. August 15. E.S.B. 25195/68.

(129/68) Fire Fighting Vehicles for West Australian Fire Brigade Board. August 31. E.S.B. 25668/68.*

AUSTRIA

(129/68) Architectural Design Competition for Ministry for Building and Technology. Starting date November 1, 1968, closing date April 30, 1969. E.S.B. 6993/67.

BRAZIL

Companhia Auxiliar de Empresas Electricas Brasileiras (CAEEB):

(129/68) Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 25669/68.*

(129/68) Voltage Regulators and Equipment. (Further Information.) Tender documents now available. E.S.B. 25670/68.*

BURMA

(132/68) Welding Accessories for Myanma Export/Import Corporation. July 26. E.S.B. 26481/68.*

State Timber Board:

(132/68) Belting. August 15. E.S.B. 26451/68.*

(132/68) Pliers. August 17. E.S.B. 26452/68.*

(132/68) Hinges. August 10. E.S.B. 26468/68.

(132/68) Paint, Varnish, Linseed Oil. August 10. E.S.B. 26469/68.*

CANADA

(129/68) Instrument Landing System for Canadian Department of Transport. (Advance Information.) E.S.B. 26113/68.*

CANARY ISLANDS

(130/68) Hospital Equipment for Cabildo Insular de Tenerife. July 26. E.S.B. 26151/68.*

CEYLON

(129/68) Tyres; Tubes for Ceylon Fisheries Corporation. July 28. E.S.B. 26127/68.

(132/68) Grabs for Ceylon Mineral Sand Corporation. July 30. E.S.B. 26450/68.*

(132/68) Electrical Supplies for Co-operative Wholesale Establishment. (Further Information.) Tender documents now available. E.S.B. 25621/68.*

(132/68) Water Supply Scheme for Director of Water Supply. (Further Information.) Tender documents now available. E.S.B. 25634/68* and 25644/68.*

(133/68) Crushing Plant for State Engineering Corporation. August 3. E.S.B. 26738/68.

(133/68) Insecticides for Tender Board. August 6. E.S.B. 26735/68.

CHILE

(129/68) Drill Bits for Direccion General de Obras Publicas. Closing date not stated. E.S.B. 26117/68.*

COLOMBIA

(132/68) Medical and Laboratory Equipment for Asistencia Social de Santander. August 2. E.S.B. 26445/68.

(128/68) Sub-station Equipment for Corporacion Autonoma Regional del Cauca CVC. August 6. E.S.B. 26244/68.

Empresa de Acueducto y Alcantarillado:

(132/68) Contractors Plant. August 19. E.S.B. 26457/68.

(132/68) Generating Sets; Pumping Sets; Machine Tools, Hand Tools. August 19. E.S.B. 26458/68.

(133/68) Pumping Equipment for Empresas Municipales de Cartagena. August 26. Tender documents now available. E.S.B. 26727/68.

(132/68) Construction of Roads for Ministry of Public Works. August 14. E.S.B. 26446/68.

(131/68) Diesel Electric Generators for Secretaria de Desarrollo Economico y Social. July 26. E.S.B. 26180/68.

COSTA RICA

Departamento de Aprovisionamiento Caja Costarricense de Seguro Social:

(128/68) Laboratory Equipment; Reagents. August 9. E.S.B. 26106/68.*

(128/68) Hospital Supplies. August 13. E.S.B. 26107/68.*

(128/68) Pharamceuticals. July 26. E.S.B. 26109/68.*

(128/68) Pharmaceuticals. August 1. E.S.B. 26110/68.*

(131/68) Tyres; Batteries for La Proveeduria Nacional Departmento de Licitaciones Publicas. July 31. E.S.B. 26182/68.

CYPRUS

(132/68) Telephone Exchanges and Ancilliary Equipment for Cyprus Telecommunications Authority. (Advance Information.) Closing date not stated. E.S.B. 26475/68.*

DAHOMEY

(125/68) Agricultural Machinery and Equipment for La Direction des Etudes et Du Plan. July 26. E.S.B. 26324/68.*

EL SALVADOR

(133/68) Hospital Equipment for Instituto Salvadoreno del Seguro Social. August 8. Tender documents now available. E.S.B. 26740/68.*

ETHIOPIA

(131/68) Steel Pipes for Municipality of Asmara Water Supply Department. (Further Information.) E.S.B. 25407/68.*

GERMANY, FEDERAL REPUBLIC OF

(131/68) Construction of Building for Deutsche Messe und Ausstellungs AG. (Advance Information.) E.S.B. 26187/68.

GREECE

Ministry of National Defence:

(131/68) Reversing Thermometers. July 27. E.S.B. 26189/68.*

(132/68) Tractors and Semi Trailers. Closing date not known. E.S.B. 26474/68.*

(131/68) Kitchen Equipment for Social Insurance Head Office. August 20. E.S.B. 26188/68.*

HONG KONG

Government Stores Department:

(129/68) Pig Lead. August 2. E.S.B. 26132/68.*

(129/68) Tubular Heaters. August 9. E.S.B. 26133/68.*

INDIA

Bhabha Atomic Research Centre:

(132/68) Microelectrophoresis Apparatus. (Further Information.) Tender documents now available. E.S.B. 25154/68.*

(132/68) Spectrum Comparator. (Further Information.) Tender documents now available. E.S.B. 25155/68.*

(132/68) Refrigerated Chamber. (Further Information.) Tender documents now available. E.S.B. 25156/68.*

Welding Series 200 computer frames at Honeywell's Scottish factory. The factory is now supplying the metalwork for 70 per cent of the Honeywell computers made in the United States. In 1968, the United States will receive five times as many Scottish-built computer frames as in 1967. Altogether, 68 per cent of all frames produced at the Newhouse, Lanarkshire, plant are exported.

(132/68) Temperature Programmer/Controller. (Further Information.) Tender documents now available. E.S.B. 25157/68.*

(132/68) Microscope. (Further Information.) Tender documents now available. E.S.B. 25158/68.*

(132/68) Pyrometer. (Further Information.) Tender documents now available. E.S.B. 25159/68.*

(132/68) Pen Recorder. (Further Information.) Tender documents now available. E.S.B. 25160/68.*

(132/68) Ultramicrotome. (Further Information.) Tender documents now available. E.S.B. 25161/68.*

(132/68) Galvanometer. (Further Information.) Tender documents now available. E.S.B. 25162/68.*

(132/68) Temperature Controllers. (Further Information.) Tender documents now available. E.S.B. 25163/68.*

(132/68) Film Thickness Monitor. (Further Information.) Tender documents now available. E.S.B. 25164/68.*

(132/68) Micro-Glass Fibre Filter Medium. (Further Information.) Tender documents now available. E.S.B. 25165/68.*

(132/68) Stainless Steel Filters. (Further Information.) Tender documents now available. E.S.B. 25166/68.*

(132/68) Autoclave. (Further Information.) Tender documents now available. E.S.B. 25167/68.*

(132/68) Ultrasonic Impact Grinding Machine. August 7. E.S.B. 26441/68.*

(132/68) Tool Steel for Controller of Purchase, Mining and Allied Corporation. July 29. E.S.B. 26422/68.

(132/68) Disconnecting Switches for Damodar Valley Corporation. (Further Information.) Tender documents now available. E.S.B. 24939/68.*

Director General of Supplies and Disposals:

(131/68) Hopper Barges. July 12. E.S.B. 26176/68.*

(131/68) Jig Boring Machine. August 21. E.S.B. 26178/68.*

(132/68) Transformers for Gujarat Electricity Board. August 9. E.S.B. 26440/68.

(132/68) Thermocouples for Heavy Engineering Corporation. August 2. E.S.B. 26423/68.

Hindustan Aeronautics Ltd.:

(131/68) Furnace. July 27. E.S.B. 26190/68.

(132/68) Construction of Cold Chamber. Closing date not known. E.S.B. 26438/68.*

(132/68) Jacks. July 25. E.S.B. 26439/68.

(132/68) Steel Tape for Hindustan Cables Ltd. (Further Information.) Tender documents now available. E.S.B. 24936/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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(132/68) Top Adjusting Screw, Nut and Liner for Hindustan Steel Ltd. (Further Information.) Tender documents now available. E.S.B. 25653/68.*

Indian Telephone Industries Ltd.:

(130/68) Resistance Wire. (Further Information.) E.S.B. 24724/68.*

(130/68) Brass, Strips and Squares. (Further Information.) Tender documents now available. E.S.B. 24957/68.*

(131/68) Wharf Cranes for Madras Port Trust. (Further Information.) E.S.B. 23372/68.*

(132/68) Boiler Motors for Maharashtra State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 24708/68.*

(132/68) Construction of Dam for Mysore Public Works Department. September 2. E.S.B. 26881/68.*

UP State Electricity Board:

(131/68) Microscope Furnace. (Further Information.) E.S.B. 22091/68.*

(131/68) EOT Crane. August 12. E.S.B. 26177/68.

IRAQ

(130/68) Construction of Substations for Directorate-General of National Electricity Administration. September 1. E.S.B. 26129/68.

(133/68) Fertilizers for Iraqi Government. (Advance Information.) E.S.B. 26716/68.

(130/68) Pumping Equipment; Civil Engineering Works for Ministry of Agriculture and Agrarian Reform. September 15. E.S.B. 26130/68.

(130/68) Dental Units for Ministry of Health. August 18. E.S.B. 26137/68.

Ministry of Oils and Minerals:

(130/68) Semi Trailer. July 30. E.S.B. 26135/68.

(130/68) Steel Plates. August 5. E.S.B. 26136/68.

(130/68) Cable for National Electricity Administration. July 30. E.S.B. 26142/68.*

IRISH REPUBLIC

Cork County Council:

(129/68) Water Supply Scheme. August 9. E.S.B. 26120/68.

(129/68) Sewerage Scheme. August 9. E.S.B. 26121/68.

(129/68) Accounting Machines. July 31. E.S.B. 26122/68.

(132/68) Construction of Pumped Storage Scheme for Electricity Supply Board. (Pre-Qualification Notice). September 15. E.S.B. 26442/68.

(131/68) Pumping and Water Treatment Plant for Kerry County Council. August 9. Tender documents now available. E.S.B. 26403/68.

(129/68) Water Supply Scheme for Mallow Urban District Council. July 26. E.S.B. 20305/68.

IVORY COAST

(131/68) Coconut Plantation Scheme for Director-General of Sodepalm. September 27. E.S.B. 26175/68.*

LEBANON

(132/68) Measuring Instruments for Lebanese Directorate of Civil Aviation. July 30. E.S.B. 26447/68.*

LIBYA

(131/68) Street Lighting for Ministry of Public Works. July 29. E.S.B. 26196/68.

MALAYSIA

(132/68) Construction of Internal Reticulation System for Ministry of Agriculture and Co-operatives. August 5. E.S.B. 26454/68.*

(131/68) Air Conditioning and Ventilation Plant for National Electricity Board. August 12. E.S.B. 26174/68.*

(131/68) Water Treatment Chemicals for State Control Tender Board. September 2. E.S.B. 26184/68.*

MEXICO

(132/68) Battery, Battery Charger and Marshalling Kiosks for Comision Federal de Electricidad. August 16. E.S.B. 26448/68.*

NEW ZEALAND

(128/68) Surge Diverter for General Manager, Municipal Electricity Department. (Further Information.) Tender documents now available. E.S.B. 25189/68.*

General Post Office:

(130/68) Telephone Cordage and Cords. August 2. E.S.B. 26152/68.*

(130/68) Pulse-Echo Line Fault Locator. July 31. E.S.B. 26153/68.*

(130/68) Radio Telephone Equipment. August 5. E.S.B. 26154/68.*

(131/68) Teleprinters and Telex Units. August 27. E.S.B. 26183/68.*

(131/68) Capacitors. August 6. E.S.B. 26200/68.*

(131/68) Paper for Government Printing Office. July 24. E.S.B. 26185/68.*

(130/68) Textiles for Ministry of Works. July 24. E.S.B. 26155/68.*

PAKISTAN

(132/68) Permanent Way Materials for Board of Trustees for Karachi. September 30. E.S.B. 26449/68.

Karachi Shipyard and Engineering Works Ltd.:

(132/68) Bolts and Nuts; Spring Washers. July 30. E.S.B. 26433/68.

(132/68) Ferro Silicon. July 30. E.S.B. 26459/68.

(132/68) Carbon Ferro Manganese. July 31. E.S.B. 26460/68.

(130/68) Socks for Ministry of Defence. Closing date not stated. E.S.B. 26037/68.*

Water and Power Development Authority:

(131/68) Wooden Meter Boards. July 24. E.S.B. 26415/68.

(131/68) Rubber Joint Ring. July 25. E.S.B. 26416/68.

(131/68) Link Belt Spare Parts. July 25. E.S.B. 26417/68.

SOUTH AFRICA

State Tender Board:

(131/68) Electronic Testing Equipment. August 1. E.S.B. 26194/68.*

(131/68) Diagnostic and Laboratory Equipment. August 1. E.S.B. 26195/68.*

(132/68) Laboratory Equipment. July 29. E.S.B. 26478/68.*

(132/68) Microscopes. July 29. E.S.B. 26479/68.*

(132/68) Laboratory Equipment. July 29. E.S.B. 26480/68.*

SUDAN

(132/68) Fuses for General Electricity and Water Corporation. August 3. E.S.B. 26467/68.*

Office of Controller of Stores, Sudan Railways:

(132/68) Drilling Machine. July 29. E.S.B. 26461/68.*

(132/68) Cranes. August 15. E.S.B. 26465/68.*

SYRIAN ARAB REPUBLIC

(130/68) Silograph for Ministry of Defence. September 1. E.S.B. 26166/68.

(133/68) Anti-Freeze for Oil Distribution Co., SADCOP. July 31. E.S.B. 26707/68.

(133/68) Railway Points for Public Administration of Construction. August 15. E.S.B. 26888/68.

(133/68) Pipe Thread Sealing Tape for Public Utilities Board. August 6. E.S.B. 26725/68.

(128/68) Hoist for Southern Zone Electricity Directorate. September 4. E.S.B. 26103/68.

TAIWAN

Central Trust of China:

(131/68) Frequency Counter; Insulator Tester. August 5. E.S.B. 26404/68.*

(131/68) Diving Sets. August 2. E.S.B. 26405/68.*

(131/68) Thermocouple Assemblies. August 5. E.S.B. 26406/68.

(132/68) Auxiliary Relay. August 5. E.S.B. 26407/68.*

(131/68) Calculagraphs. July 25. E.S.B. 26408/68.*

(131/68) Medical Equipment. August 5. E.S.B. 26409/68.*

(131/68) Steel Rods. August 15. E.S.B. 26410/68.*

(131/68) Bentonite. August 6. E.S.B. 26411/68.

(132/68) Tampers. August 3. E.S.B. 26412/68.*

(132/68) Steel Wire Rope. August 6. E.S.B. 26413/68.*

(133/68) Pumps. July 25. Tender documents now available. E.S.B. 25617/68.*

(133/68) Forklift Truck. July 29. Tender documents now available. E.S.B. 26729/68.*

(133/68) Diesel Generator. July 29. E.S.B. 26730/68.*

(133/68) Hand Tools. August 31. E.S.B. 26731/68.*

(133/68) Rectified Spirits. September 1. Tender documents now available. E.S.B. 26737/68.*

TANZANIA

(132/68 Insecticide for Ministry of Agriculture and Co-operatives. July 26. E.S.B. 26495/68.

THAILAND

(132/68) Cable for Metropolitan Electricity Authority. August 20. E.S.B. 26497/68.*

(131/68) Steel Bars for Royal Irrigation Department. (Further Information.) Tender documents now available. E.S.B. 25640/68.*

State Railway of Thailand:

(133/68) Lamps. August 5. E.S.B. 26500/68.*

(133/68) Crane and Railway. August 1. E.S.B. 26708/68.*

TURKEY

(133/68) Contractors Plant for Devlet Su Isleri Genel Mudurlugu. September 18. E.S.B. 26713/68.*

Etibank Sebekeler Dairesi:

(132/68) Reactors. September 3. E.S.B. 26661/68.

(132/68) Disconnect Switches. August 15. E.S.B. 26430/68.

133/68) Map Making Machinery for Harita Genel Mudurlugu. July 4. E.S.B. 26715/68.

(133/68) Drill Rigs and Accessories for State Hydraulic Works. Closing date to be announced later. E.S.B. 26714/68.*

UNITED ARAB REPUBLIC (EGYPT)

(131/68) Ball Bearings for Egyptian Railways. July 29. E.S.B. 26172/68.

(128/68) Electrical and Workshop Equipment for International Labour Office. August 2. E.S.B. 25672/68.*

UNITED STATES OF AMERICA

Bureau of Reclamation:

(128/68) Oil Cable Systems. August 15. E.S.B. 25690/68.*

(132/68) Pumping Units. July 24. E.S.B. 26455/68.*

URUGUAY

State Oil and Alcohol Monopoly:

(132/68) Tools. August 9. E.S.B. 26425/68.

(132/68) Dray and Tractor. October 10. E.S.B. 26426/68.

(132/68) Excavator Shovels. September 10. E.S.B. 26427/68.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

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Argentina

(129/68) Manufacture under licence – centrifuges and fans; chains; dehydration plant; pneumatic transport systems. Inquiry for steel billets. E.S.B. 25543/68.

(131/68) Manufacture under licence – films; transistor television sets. E.S.B. 25544/68.

Australia

(128/68) Agency inquiry for brief cases; travel goods. E.S.B. 25748/68.

(129/68) Agency inquiry for air pollution control equipment; high tension electrical equipment; specialized machines. E.S.B. 21916/68.

(129/68) Agency inquiry for hospital; laboratory and electro-medical equipment. E.S.B. 14781/68.

(129/68) Agency inquiry for shortbread. E.S.B. 25797/68.

(132/68) Agency inquiry for houseware; household hardware; kitchenware. E.S.B. 26281/68.

(129/68) Inquiry for steel hooks. E.S.B. 25966/68.

(130/68) Inquiry for fibreglass hull. E.S.B. 25918/68.

(131/68) Inquiry for hammer heads. E.S.B. 23271/68.

(132/68) Inquiry for automotive spares; electric timers; stationery. E.S.B. 23839/68.

(132/68) Inquiry for stainless steel press plates. E.S.B. 26548/68.

Australia – Waiver of British Preference

(129/68) Inquiry for magnet system. E.S.B. M/23/68.

(129/68) Inquiry for roller bearing components. E.S.B. M/24/68.

(132/68) Inquiry for armature winder. E.S.B. S/25/68.

(132/68) Inquiry for bronzing and dusting machine. E.S.B. S/27/68.

(132/68) Inquiry for industrial sewing thread. E.S.B. S/26/68.

Austria

(129/68) Agency inquiry for bottling machinery; packaging machinery; packaging materials. E.S.B. 14718/68.

(133/68) Agency inquiry for glassware; leather and plastic giftware. E.S.B. 26334/68.

(132/68) Inquiry for air-conditioning equipment; pumps. E.S.B. 26346/68.

Bahamas

(132/68) Inquiry for beer mats; carpets; cleansers; detergents; disposable place mats; floor tiles; napkins; paper towel equipment; slotted angles; toilet paper. E.S.B. 26647/68.

(132/68) Inquiry for towels. E.S.B. 26690/68.

Bahrain

(129/68) Agency inquiry for paper tissues; sanitary towels. E.S.B. 26212/68.

(128/68) Inquiry for earthenware platters. E.S.B. 26206/68.

Brazil

(132/68) Manufacture under licence – ceramics and refractory products equipment and accessories; drying stoves; furnaces. E.S.B. 26327/68.

British Honduras

(132/68) Agency inquiry for toffee. E.S.B. 25083/68.

(*Continued on page* 125)

† For further details of the 'Export Service Bulletin' see page 122.

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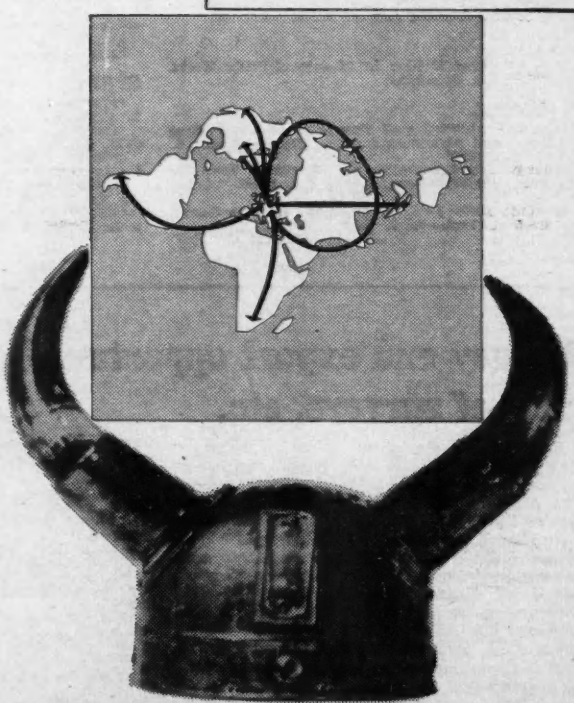

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Canada
(128/68) Agency inquiry for women's fancy coatings and worsted suitings. E.S.B. 25890/68.
(129/68) Agency inquiry for bandages; gauze products. E.S.B. 25717/68.
(128/68) Inquiry for steel welded fittings. E.S.B. 25922/68.
(129/68) Inquiry for chrome moly pipe. E.S.B. 25970/68.
(129/68) Inquiry in respect of logging chain; nylon bearings; iron roofing sheets; welding rods. E.S.B. 25732/68.
(130/68) Inquiry for jacquarded cotton fabrics; wide elastics. E.S.B. 26570/68.
(133/68) Inquiry for hospital equipment. E.S.B. 26046/68.
(133/68) Inquiry for textile fabrics; woollens. E.S.B. 26846/68.
(133/68) Inquiry for wire products. E.S.B. 26836/68.

Ceylon
(128/68) Inquiry for mooring equipment. E.S.B. 26072/68.

Cyprus
(131/68) Agency inquiry for hosiery; knitwear. E.S.B. 26081/68.

Denmark
(132/68) Agency inquiry for foodstuffs. E.S.B. 26569/68.
(131/68) Inquiry for rubber sheeting. E.S.B. 26232/68.

Dubai
(128/68) Inquiry for ready-made clothing, sandals and shoes. E.S.B. 12913/68.

Finland
(129/68) Agency inquiry for cleaning cloth. E.S.B. 14880/68.
(131/68) Agency inquiry for fire-fighting equipment; fire engines. E.S.B. 26300/68.
(128/68) Inquiry for pvc film. E.S.B. 26033/68.

France
(128/68) Agency inquiry for industrial ovens. E.S.B. 45047/67.
(133/68) Agency inquiry for carpets; furnishing fabrics; stair carpetings and accessories. E.S.B. 25747/68.
(129/68) Inquiry for industrial sewing machines; presses. E.S.B. 39347/67.
(130/68) Inquiry for radar equipment. E.S.B. 20691/68.
(131/68) Import restrictions. E.S.B. 1209/G.

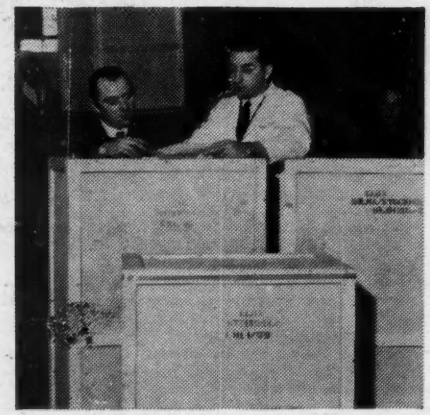
Germany, Federal Republic of
(128/68) Agency inquiry for ceramics; machinery; foundry machinery; machine tools; plastic and rubber working machinery. E.S.B. 23911/68.
(129/68) Agency inquiry for chemicals. E.S.B. 25588/68.
(129/68) Agency inquiry for confectionery; wines and spirits. E.S.B. 25919/68.
(129/68) Agency inquiry for woollen piece-goods. E.S.B. 23057/68.
(130/68) Agency inquiry for chemical technical products; paints and varnishes; paint brushes; wallpapers. E.S.B. 24037/68.
(131/68) Agency inquiry for butchers' requisites. E.S.B. 26265/68.
(131/68) Agency inquiry for pneumatic conveying plant. E.S.B. 26600/68.
(131/68) Agency inquiry for sports goods; toys. E.S.B. 24179/68.
(132/68) Agency inquiry for chemical raw materials. E.S.B. 25229/68.
(132/68) Agency inquiry for forestry work machinery. E.S.B. 26802/68.
(132/68) Agency inquiry for garden fountains. E.S.B. 26578/68.
(131/68) Inquiry for raincoats. E.S.B. 26614/68.
(131/68) Inquiry in respect of store promotion of British goods. E.S.B. 26535/68.
(132/68) Inquiry for ingots. E.S.B. 26547/68.

Greece
(129/68) Inquiry for machinery for the manufacture of electrical transformers; electrical reduction apparatus and grinding machines. E.S.B. 25846/68.

Guinea
(128/68) Inquiry in respect of multiple slipway. E.S.B. 26026/68.

Guyana
(131/68) Agency inquiry for bicycles; carpets and rugs; cookers; furniture-making machinery and materials; metal-bending machinery; particle board; plastic cord pvc sheeting; sheet angles and flats. E.S.B. 23980/68.
(128/68) Inquiry for stationery supplies. E.S.B. 25989/68.
(128/68) Inquiry for vegetable oil extraction and processing plant. E.S.B. 26073/68.
(132/68) Inquiry for reconditioned laundry equipment and machinery. E.S.B. 26674/68.

Hong Kong
(131/68) Agency inquiry for artists' materials; audio equipment; calendars; Christmas cards and giftware; cigarette lighters; detergents, soap and toiletries; marine hardware; optical frames; stationery. E.S.B. 19898/68.
(132/68) Agency inquiry for knitwear; laces; leather jackets; shoes; suitings; textile fabrics. E.S.B. 19651/68.
(133/68) Agency inquiry for woollen piece-goods. E.S.B. 26843/68.
(129/68) Inquiry for aluminium sheet; steel sheet. E.S.B. 26503/68.



Mr. Don Tyler (right), despatch and traffic foreman at the Electrolux Ltd. factory at Luton, Beds., supervises the loading of refrigerator spare parts to Stockholm and Copenhagen.

(129/68) Inquiry for domestic electrical appliances; photographic equipment and materials; soap; stationers' sundries; toys. E.S.B. 26347/68.
(130/68) Inquiry for stainless steel rods. E.S.B. 26562/68.
(131/68) Inquiry for brassware; clocks; furniture objets d'art; ornaments, lampshades and stone figures; paintings, mirrors and picture frames; trays and trolleys. E.S.B. 26688/68.
(131/68) Inquiry for hotel equipment. E.S.B. 26685/68.

Hungary
(129/68) Inquiry for cardigans; sweaters; woollen piece-goods. E.S.B. 25391/68.

India
(129/68) Inquiry for rayon grade pulp plant and equipment. E.S.B. 25895/68.

Iran
(131/68) Inquiry for sodium carbonate. E.S.B. 26518/68.

Iraq
(129/68) Inquiry for paints. E.S.B. 26370/68.
(130/68) Agency inquiry for builders' hardware; car parts; hand tools. E.S.B. 25788/68.

Irish Republic
(129/68) Agency inquiry for shredding machines. E.S.B. 25915/68.
(133/68) Agency inquiry for earthmoving equipment accessories. E.S.B. 19716/68.
(133/68) Inquiry for milk cooling equipment. E.S.B. 26875/68.

Israel
(131/68) Agency inquiry for autoclaves; sterilizers; surgical instruments; vacuum pumps. E.S.B. 26379/68.
(132/68) Agency inquiry for machine tools; plastic-making machinery; textile machinery accessories. E.S.B. 26284/68.
(132/68) Agency inquiry for swizzle stick manufacturing machinery. E.S.B. 15829/68.
(129/68) Inquiry for hardware; hand tools. E.S.B. 26285/68.
(129/68) Inquiry for television tables and cables. E.S.B. 26303/68.
(130/68) Inquiry for tea-packing machine. E.S.B. 26150/68.

Italy
(129/68) Agency inquiry for accumulator containers. E.S.B. 25453/68.
(130/68) Agency inquiry for alcoholic beverages; tinned tongue. E.S.B. 26393/68.
(130/68) Agency inquiry for bandages; elastic tissues; kitchen machines; kitchen scales; rubber gloves; rubber sheeting and foil; silverplate. E.S.B. 25307/68.
(130/68) Agency inquiry for drills; lathe tools. E.S.B. 25958/68.
(130/68) Agency inquiry for gloves; socks; underwear. E.S.B. 25932/68.
(131/68) Agency inquiry for automatic cash boxes; computers; microfilm equipment. E.S.B. 26365/68.
(131/68) Agency inquiry for knitwear. E.S.B. 26368/68.
(131/68) Agency inquiry for knitwear; neckties; underwear. E.S.B. 26363/68.
(131/68) Agency inquiry for machine tools. E.S.B. 26502/68.
(131/68) Agency inquiry for paper converting machinery and supplies; printing machinery and supplies. E.S.B. 26504/68.
(129/68) Inquiry for frozen fish. E.S.B. 25011/68.
(129/68) Inquiry for tinned foods; orange shredding machines. E.S.B. 26514/68.
(130/68) Inquiry for alternators. E.S.B. 14165/68.
(130/68) Inquiry for chemical and pharmaceutical research equipment; surgery theatre equipment. E.S.B. 22842/68.
(131/68) Inquiry for men's suitings. E.S.B. 26364/68.
(131/68) Inquiry for metal-cutting saw. E.S.B. 25219/68.

Japan
(128/68) Agency inquiry for wall board; wallpaper; wallpaper paste; toy parts. E.S.B. 25755/68.
(132/68) Agency inquiry for drill pointing machines. E.S.B. 9792/68.

Kenya
(129/68) Agency inquiry for curtain material; furniture hardware. E.S.B. 25931/68.
(131/68) Agency inquiry for compressors; cranes; road rollers; vibrators. E.S.B. 5582/67.
(133/68) Inquiry for foodstuffs. E.S.B. 24490/68.

Lebanon
(131/68) Agency inquiry for leather gloves; silverplated and silverware; stainless steel cutlery and tableware. E.S.B. 26268/68.
(129/68) Inquiry for outerwear; textiles. E.S.B. 26245/68.
(130/68) Inquiry for steel wire. E.S.B. 24509/68.

Libya
(129/68) Inquiry for gas cylinders. E.S.B. 25942/68.
(131/68) Visas. C.R.E. 14511/G.

Luxembourg
(133/68) Inquiry for audio system equipment. E.S.B. 26301/68.
(133/68) Inquiry for football clothing and accessories; footballs. E.S.B. 26264/68.

Malaysia
(131/68) Inquiry for industrial glass tubing. E.S.B. 26598/68.

Malta
(128/68) Inquiry for cosmetics; display material; fancy goods. E.S.B. 23747/68.

Mozambique
(129/68) Agency inquiry for hormones. E.S.B. 26207/68.

New Zealand
(130/68) Agency inquiry for die-cutting and newspaper stuffer machines. E.S.B. 26260/68.
(132/68) Agency inquiry for fish-processing equipment and fish by-products; marine equipment. E.S.B. 26028/68.

North America
(130/68) Store buyers visit London. E.S.B. 4763/67.

Norway
(129/68) Agency inquiry for hobby articles; toys. E.S.B. 26006/68.
(132/68) Agency inquiry for Axminster squares; curtain and furnishing fabrics. E.S.B. 26641/68.

Pakistan
(131/68) Agency inquiry for automobile spares and equipment. E.S.B. 26380/68.
(129/68) Inquiry for vending machines. E.S.B. 2765/65.

Philippines Republic of
(128/68) Inquiry for jute bag-making machinery. E.S.B. 26035/68.

Portugal
(130/68) Agency inquiry for hand tools; electric tools; pantographs; pressure gauges and reducers; welding units. E.S.B. 25945/68.

Puerto Rico
129/68) Agency inquiry for valves. E.S.B. 24201/68.
(128/68) Inquiry for electrical distribution equipment. E.S.B. 25914/68.

Rumania
(132/68) Inquiry for copy book and envelope-making machinery. E.S.B. 25397/68.

Saudi Arabia
(128/68) Inquiry for carbon dioxide plant. E.S.B. 25999/68.
(128/68) Inquiry for infants' clothing, toys and furniture. E.S.B. 25965/68.
(128/68) Inquiry for metal can manufacturing equipment. E.S.B. 26030/68.

South Africa
(131/68) Agency inquiry for sports equipment. E.S.B. 23173/68.
(132/68) Agency inquiry for women's coats and dresses. E.S.B. 26617/68.
(133/68) Agency inquiry for knitwear; women's suits. E.S.B. 26359/68.
(129/68) Inquiry for electrical fittings; pneumatic control equipment components. E.S.B. 25879/68.

Spain
(128/68) Agency inquiry for pipe valves and accessories. E.S.B. 10762/68.
(128/68) Agency inquiry for printing machinery. E.S.B. 25971/68.
(132/68) Agency inquiry for hand tools. E.S.B. 26686/68.
(132/68) Agency inquiry for laboratory testing equipment; temperature baths; test bombs. E.S.B. 26615/68.

(Continued on next page)

(129/68) Inquiry for steel pipes and fittings. E.S.B. 26273/68.
(131/68) Export Documentation. E.S.B. 1401/G.

Sweden
(129/68) Agency inquiry for food packaging. E.S.B. 25905/68.
(129/68) Agency inquiry for horticultural machinery and equipment. E.S.B. 25707/68.
(131/68) Agency inquiry for capacitors; connectors; metal film resistors. E.S.B. 26567/68.
(131/68) Agency inquiry for capacitors; quartz crystals. E.S.B. 26568/68.
(132/68) Agency inquiry for calcium oxide powder. E.S.B. 13777/68.
(128/68) Inquiry for bicycles; camping equipment; garden furniture; lawnmowers and equipment. E.S.B. 24453/68.
(130/68) Inquiry for housecoats; nightdresses. E.S.B. 26360/68.
(130/68) Inquiry for sport shirts. E.S.B. 26555/68.
(130/68) Inquiry for women's underwear. E.S.B. 26387/68.

Switzerland
(129/68) Agency inquiry for girdles. E.S.B. 25962/68.
(129/68) Agency inquiry for grass-cutting machines; road maintenance equipment. E.S.B. 26241/68.
(129/68) Agency inquiry for terry and plush cloths. E.S.B. 46624/67.
(130/68) Agency inquiry for shoes. E.S.B. 26225/68.
(132/68) Agency inquiry for electrodes. E.S.B. 26579/68.

Thailand
(129/68) Agency inquiry for car cleaning and maintenance products. E.S.B. 24422/68.

Trucial States (excluding Abu Dhabi)
(128/68) Inquiry for bed sheets; confectionery; cosmetics; foodstuffs; footwear; hosiery; kitchenware; lanterns; nightgowns; perfumes pillow covers; pillows; ready-made garments; stainless steel goods; stationery. E.S.B. 23006/68.

Tunisia
(130/68) Inquiry for excavators/loaders. E.S.B. 26552/68.
(130/68) Inquiry for rope and twine. E.S.B. 26591/68.

Tunisia/Norway
(128/68) Trade Agreement. E.S.B. 1209/G.

Uganda
(128/68) Inquiry for copperware; crockery; cutlery; glassware; holloware; plastic domestic ware. E.S.B. 26044/68.

United Arab Republic (Egypt)
(128/68) Inquiry for cold drawing, straightening, calibrating and polishing machine. E.S.B. 26071/68.

United States of America
(130/68) Agency inquiry for bridles and reins; riding habits; saddles. E.S.B. 25470/68.
(128/68) Inquiry for brass rod; hardware fittings. E.S.B. 26075/68.
(123/68) Bonneville Power Administration. E.S.B. 21877/67.
(132/68) Inquiry for builders' hardware; medicine cabinets; washroom equipment. E.S.B. 26863/68.
(133/68) Manufacture under licence – hunting boots. E.S.B. 25291/68.

Uruguay
(130/68) Inquiry in respect of blood transfusion equipment; medical and laboratory equipment; office machinery and equipment. E.S.B. 24840/68.
(132/68) Inquiry for electronic organ parts. E.S.B. 26636/68.

Venezuela
(133/68) Agency inquiry for gas turbines. E.S.B. 26664/68.
(128/68) Inquiry for electric trolleys. E.S.B. 25985/68.
(128/68) Inquiry for wallpapers. E.S.B. 25939/68.

Yugoslavia
(131/68) Agency inquiry for cosmetics; disposable hypodermic syringes; laboratory glassware. E.S.B. 26019/68.
(131/68) Inquiry for technical chemicals. E.S.B. 26020/68.

Zambia
(130/68) Inquiry for foodstuffs; liquor; mining equipment. E.S.B. 9626/68.
(131/68) Improved packing necessary for exports to Zambia via Dar-es-Salaam. C.R.E. 9606/G.

Thirty-six French egg producers – all potential buyers of poultry equipment – flew into Leeds on June 26, in a giant sales promotion exercise by Swifts, the Scarborough battery cage manufacturers. Representing 250,000 head of laying stock, the Frenchmen saw the latest rearing and laying systems in Yorkshire and Lincolnshire before returning to Paris the following day.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876 Ext 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., 2/4 Ludgate Circus Buildings, London, E.C.4 (01-248 3718).

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page* 151 *of this issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Three-continent sales drive

MR. E. QUINTON HAZELL, chairman of Quinton Hazell Ltd., manufacturers of replacement parts for British continental and United States vehicles has left on a sales mission to three continents.

Mr. Hazell who has just returned from Belgium and Switzerland is visiting South Africa, Australia and the United States and Canada. He travels some 100,000 miles annually on export tours and expects to top this in 1968.

The firm already exports some 50 per cent of its production to more than 140 different countries. Since April export sales have risen by an average of 15 per cent.

Canadian tour results in £140,000 order

FOLLOWING a visit to Canada, earlier this year, Mr. G. W. Deith, managing director of R. E. Ingham and Co. Ltd., of Harrogate, Yorks., made a second visit recently to present samples of the firms products – decorative wood materials for industrial and contract purposes – to four large distributing companies in Monkton (Nova Scotia), Montreal, Toronto, and Vancouver. He returned with a £140,000 order for about one million sq. ft. of overlay flooring prepared in traditional American pattern of timbers to meet the needs of the market.

During his visit he also secured an order from the United States for an initial 50,000 sq. feet of decorative laminated wood products.

The company currently exports about 40 per cent of its total production, with Australia, Sweden, Holland and Denmark as the principal overseas customers.

Executives' technical visits

MR. CYRIL WINSLADE, overseas technical representative of Bray Construction Equipment Limited, Feltham, Middlesex – a member of the Sheepbridge Engineering Group of companies – manufacturers of wheeled tractor loading shovels and agricultural tractors, is visiting Italy, Switzerland and Austria on a technical service advisory tour to distributors of the company's equipment.

Another member of the company, Mr. George A. Scott, the area export manager left recently on a two-month tour of Canada, Australia and New Zealand. Purpose of his visit is to assess the market potential of the countries, to visit Bray distributors appointed during his last visit in 1967, and to assist them in promoting further sales.

South American sales drive

SHORTLY after a recent successful sales tour of South Africa, Mr. G. S. Lavender, managing director of Welbeck International, has again left on a selling mission to South America. He will cover the whole continent, starting in the North West at Caracas and heading South with selling stops at Barranquilla, Medellin, Bogota, Quito, Guayaquil, Lima, La Paz and Santiago. Then he'll cross the Andes East to Buenos Aires, Montevideo and Asuncion. Finally he intends to do further business at Sao Paulo, Rio de Janeiro and Recife on his way home.

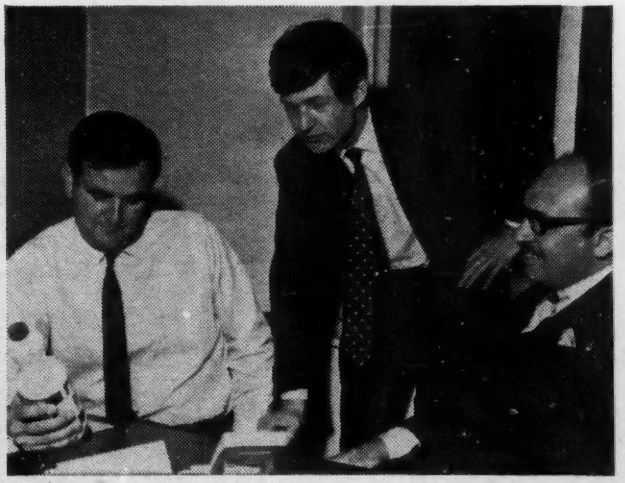
OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in June* 14 *issue of the* Journal.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 *pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export Staff, write now to Information Division, United Kingdom Publicity Section* (551), *Board of Trade,* 1 *Victoria Street, London, S.W.*1.

The Racal Instruments Ltd., demonstration vehicle has recently returned from its two months' tour of the continent, having covered more than 3,500 *miles. During the tour, the vehicle visited Holland, Germany, Poland, Czechoslovakia, Hungary and Austria. Orders have already been received from all the countries visited, and the majority of the communications and instrument equipment which was exhibited at the two fairs was sold by the time they had closed. In the picture Mr. J. Morley, export sales manager, describes the latest* 800 *series of instruments to an interested group of customers in Czechoslovakia.*



Mr. G. J. Khoury, Jeyes Jordan agent, visited the group's London headquarters recently to discuss with Mr. David Pinney, managing director of Jeyes Overseas Ltd., plans for development of the company's products in Jordan. Mr. Khoury reported that sales of 3-*Hands Lightning dishwashing liquid were increasing and details of an order for Sanilav, Parozone and deodorant blocks for the Jordanian Armed Forces were finalized. Picture shows, left to right: Mr. Pinney, Mr. John Miller, overseas marketing executive and Mr. Khoury.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

£500,000 export order

In the face of international competition STC's Integrated Electronic Systems Division (Enfield, Middlesex) has been awarded a contract by the Government of Kuwait (Ministry of Electricity and Water) for a supervisory system to control Kuwait's electricity supply. The contract is worth more than £500,000.

£250,000 United States orders

Wain-Roy Limited announces that orders worth about £250,000 have been placed by members of the National Equipment Distributors Association of the United States. The orders are for Wain-Roy's British-built hydraulic excavator and front-end loader equipment.

Green bottles for export

Rockware Glass are helping to boost Britain's exports. As major suppliers of green glass bottles to Justerini & Brooks for the famous 'J. & B. Rare' whisky, Rockware have been given a contract to supply even more bottles for the world-renowned 'Scotch'. The contract, worth in excess of £400,000, is for 8½ oz., 13½ oz, 26½ oz. and 33½ oz. bottles, which despite its size is only part of the millions of cases of 'J. & B.' exported to the United States market.

British equipment for Hudson Bay exploration

Decca equipment will be required for a two-year oil exploration and survey in Hudson Bay under a newly placed £140,000 Canadian contract. The order covers the supply, installation and operation of independent, long-range positioning equipment covering an offshore area. It was placed by Aquitaine Co. of Canada Ltd. with the sole Decca Navigator agent in Canada, Computing Devices of Canada Ltd., Ottawa.

New Zealand contract

A contract for two large combustion chambers weighing 35 tons for the new steel works of New Zealand Steel Limited near Auckland has been awarded to Todd Combustion Limited, Swanley, Kent.

Belting for German mine

Over 37,000 feet of specialized neoprene conveyor belting manufactured in the Liverpool factories of Dunlop Belting Division is being used in one of the Saar Mines of Southwest Germany; the 30 in. wide fire resistant belting was made for Cable Belt Limited of Camberley, Surrey, for the world's highest lift, single stage conveyor.

Japanese export order

An export order for 100 tractor-mounted pressure washers has been received from Japan by Lawrence Edwards & Co. (Engineers) Ltd., of Stourport Road, Kidderminster, Worcs.

£20,000 meter order

Landis & Gyr have received an order worth more than £20,000 for polyphase metering equipment from the Electricity Authority of Cyprus.

Exports increase

Export orders placed with the Leyland Motor Corporation on a world-wide basis for Leyland and Albion trucks and buses show a substantial increase of 36 per cent for the first quarter of 1968 as compared with the same period for 1967.

Export successes

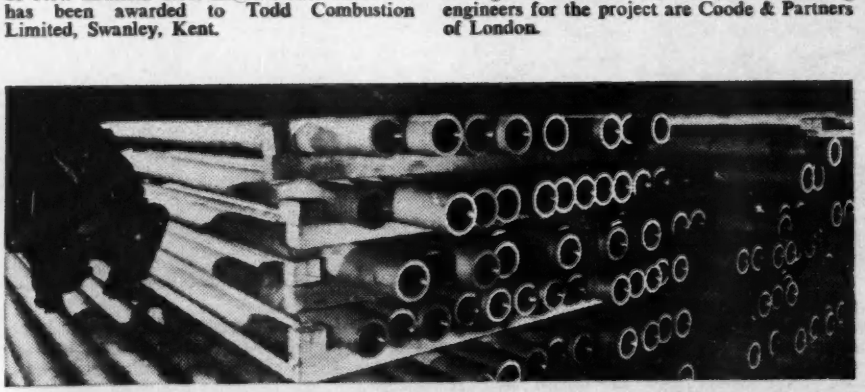
Following their initial breakthrough in the Hungarian market, announced towards the end of last year, Davy and United Instruments Limited, Sheffield (a member of the Davy-Ashmore Group), have received three more orders from Hungary.

Canadian order

Canada Foils Limited, Toronto, Ontario, have placed an order with James Halley and Sons Limited, West Bromwich, a Baker Perkins company, for an 8-colour, 36 in. wide New World Mark III rotogravure press which will be one of the largest in-line gravure presses to be installed by the Canadian packaging industry. It will also be the first British built machine of its kind to be installed by Canada Foils who are one of Canada's leading packaging printers.

Orders reach £150,000

PSC Equipment has now supplied £150,000 worth of concrete pre-stressing equipment for use on the Indus Basin Irrigation scheme in Pakistan. The latest order, worth £30,000, comes from Societe Dumez of France and is for pre-stressing equipment for the Chasma Barrage section of the scheme. Consulting engineers for the project are Coode & Partners of London.



A batch of centrifugally cast high alloy steel tubes being checked at the Teeside Division of APV-Paramount Limited. The tubes have been machined and are ready for dispatch to Finland where they will be used in chemical plant for the production of ammonia. APV-Paramount export their centrifugally cast high alloy steel tube to many parts of the world including India, Australia, Holland, France and Norway.

Diesel engines for United States

An order for 300 four cylinder diesel engines for use in United States cars ordered from Israel has been received by Perkins Engines Inc., the United States associate company of the British diesel group. The order has been placed by the Checker Motors Corp., of Kalamazoo, Michigan, makers of taxis and cars, who shipped another 90 Perkins-engined cars to Israel in December.

French order

Plenty & Son Limited of Newbury, manufacturers of pumps, mixers, filters and fluid handling equipment, have received their largest ever single order for Plenty Side Entry Mixers. The order is for 79 mixers, to be installed in the crude oil storage tanks at the new SFBP Refinery at Vernon on the Seine, near Paris. This is the first side entry mixer contract to be received direct from France and was won in face of strong competition from French, Italian, American and other United Kingdom manufacturers.

£150,000 building order

Taylor Woodrow International Ltd. has recently received two contracts totalling approximately £150,000 for construction work in connection with a tropospheric scatter communications system – a system of long distance communication in which radio signals are deflected from the troposphere – to be installed by The Marconi Co. Ltd. at Wireless Road, Georgetown, Guyana for Cable & Wireless (West Indies) Ltd.

The work comprises construction of foundations to centre fed antennae, for Marconi, and the erection of buildings to house ultra-high frequency transmitting and receiving equipment and other facilities, for Cable & Wireless.

Record export sales

Record export sales to world markets for the five months October 1967 to February 1968 are announced by Hayters Limited, mower manufacturers, of Spellbrook, Bishop's Stortford, Herts. Figures show that their exports are up 62 per cent for this period compared with the equivalent period in 1966/67.

The company attributes this rise in part to devaluation, but in the main to increased sales effort from the export department together with better overseas representation.

Latest orders are from the Democratic Republic of the Congo for £9,000 for 50 Rotamowers – tractor drawn rotary type cutting machines for hay and silage making; and from Denmark for approximately £4,000 for 40 horticultural rotary and cylinder mowers.

The Danish consignment is an initial one which is expected to be repeated as the grass cutting season proceeds. Denmark is traditionally a difficult market and this export is considered by Hayters as a break-through. In the past the Danes have bought machines on low cost rather than on quality.

Dominican Republic buys trailers

Despite strong American competition, Scammell Trailers have obtained an order for two 35 ft. Challenger 'T' trailers from a major operator in the Dominican Republic. The order came as a result of an intensive sales drive in the area which included a three month sales tour of Central and South America, by Mr. B. V. Robey – export sales representative.

Quebec bridge contract

The Cleveland Bridge and Engineering Company – a member of the Cementation Group – has been awarded a contract worth over £500,000 for the supply of the truss steelwork and provision of advice and engineers for the construction of a six-lane suspension road bridge across the St. Lawrence River at Quebec, Canada.

'Know-how' and equipment for Czech factory

Gibbons Brothers Limited of Brierley Hill (Staffs) has won an order worth more than £500,000 to supply the 'know-how' and equipment for a new factory in Czechoslovakia to manufacture sanitary pipeware. The contract came after negotiations in Czechoslovakia with a team from the Ceramic Plant and Kiln Division of Gibbons Brothers.

The factory will be the first of its type in Czechoslovakia and will be in full production early in 1970. Materials and equipment are to be delivered in mid-1969.

Wiggins Teape's export achievement

The Wiggins Teape Group of papermakers state that last year they were responsible for 30 per cent of the exports of Britain's entire paper and board industry. Figures are £32,997,000 for the industry and £9,919,000 for Wiggins Teape. Biggest item in Wiggins Teape's range of exports was NCR paper – the paper which gives copies without carbons – which last year earned over £3 million for Britain. Other important earners of foreign currency were Wiggins Teape's photographic base paper and special papers used in industry.

All 14 Wiggins Teape's mills contributed paper for export. Treforest in South Wales and Glory Mill in Buckinghamshire led the way. Nearly half of the exports went to Europe.

Australian education order

Costain (Australia) Pty. Limited has won three contracts, valued together at 1¾ million dollars (£810,000) to build a new teachers' training college and extensions to two high schools.

A five-storey teachers' training college is to be built at Mount Gravett, Brisbane, at a cost of just over 1 million dollars under a contract awarded by the Queensland State Department of Works. The other contracts involve the construction of two three-storey classroom blocks. One will be at Canterbury Boys' High School, Canterbury, and the other at Wiley Park Girls' High School, Sydney.

BSP exports mount

In the first quarter of 1968 almost 68 per cent of The British Steel Piling Company's orders received for piling plant and BSP-Calweld's orders for earth boring and tunnel drilling equipment, were for export. This will bring into the country nearly £¼ million. Countries ordering plant included: Australia, Argentina, Denmark, France, Fiji, Germany, Holland, Italy, New Zealand, Nigeria, Portugal, Peru, Pakistan, Switzerland, South Africa, Sudan, Sweden, Spain, United States, United Arab Republic and Yugoslavia.

During the same period BSP received large orders for Frodingham steel sheet piling from Antigua, Arabian Gulf, Australia, Bahamas, British Honduras, Canada, Eire, Guyana, Singapore and the United States; BSP cased piles and Frodingham H piles from Guyana; Frodingham box piles from Malaya; and BSP steel trench sheeting from Argentina and Singapore.

Substantial sales increase

Export orders for AC spark plugs in the first three months of 1968 totalled just under 3.5 million units compared with nearly 1.5 million units for the same months in 1967 – an increase of 140 per cent.

The company attributes these results partly to increased competitiveness arising from devaluation of the pound and partly to increasing demands for British-made AC spark plugs in world markets.

Overall export sales of all AC-Delco products are running at a level approximately 18 per cent higher than 1967.

£4.3 million contract for Malawi

Contracts totalling about £4.3 million have recently been awarded by the Malawi Government for the construction of 180 miles of all-weather spine road between Zomba, the present capital of Malawi, and Lilongwe, near the site of the proposed new national capital situated in the country's central region. A World Bank loan for the construction of the road was recently granted, following an engineering and economic survey and report carried out for the Malawi Government by Brian Colquhoun and Partners. consulting engineers of London. The report also analysed the relative advantages of alternative routes for the road on a cost-benefit basis. Brian Colquhoun and Partners, Malawi, are responsible for the full engineering design and supervision of the work.

ICI dyestuffs exports exceed £35 million

ICI Dyestuffs Division's exports in 1967 exceeded £35 million in value. This year, aided by devaluation and by increasing demand for its 4,000 products the Divison is confident of achieving still higher figures. Dyestuffs Division is ICI's leading exporter, accounting for more than one-fifth of the company's total 1967 exports of £158 million. More than 85 per cent of its output of 'Procion' fibre-reactive dyestuffs – discovered in the Division's research laboratories – goes to export markets. To meet increasing demand, a new £5-million plant to manufacture 'Procion' dyes is now being built at Grangemouth, in Scotland.

Dyestuffs Division exports to some 90 overseas markets through a sales network embracing practically every country in the world.

Butchers' equipment for Rangoon

Stainless steel tables, containers and other equipment to a value of £5,000 have been sold by J. and R. (Butchers) Supplies Ltd., Hull, to a food manufacturing firm in Rangoon.

Breathmeters for Sweden

Cotswold Chemical Co. Ltd., Cheltenham manufacturers of the Alcolor breathmeter, have gained an export order for 48,000 breathmeters for Sweden. This is an initial order, worth £12,000. and the breathmeters will go on sale in department stores and garages. The order follows a Scandinavian sales drive by Cotswold Chemicals managing director, Mr. Peter Kelly, who has also gained provisional orders from Norway and Finland.

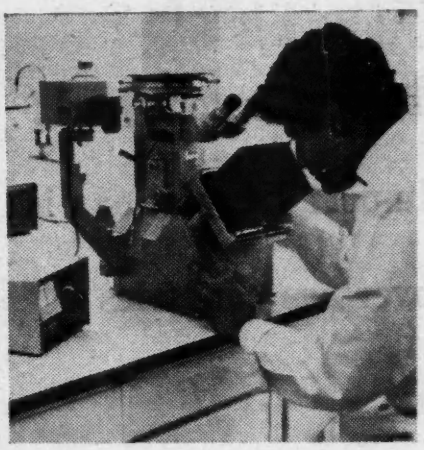
The company has now sold nearly 2.5 million breathmeters, 40 per cent of which have been exported to 10 countries.

Temperature controllers for Rumania

Ward Brooke & Co. Ltd., members of the Norcros Group, Loudwater, near High Wycombe, Bucks, have received an order for 70 of their 'Leestat' indicating temperature controllers for controlling the cooling water temperature on a number of continuous annealers which are being manufactured by Winget-Syncro Ltd., Rochester, Kent, as part of an export order for wire equipment to Rumania.

Aluminium extrusion press for South Africa

A 3,750-ton aluminium extrusion press, which has recently completed acceptance trials at the Rochdale works of David Bridge & Co. Ltd., and is believed to be the largest machine ever to have been constructed in that part of Lancashire, will be the largest aluminium extrusion press installed in South Africa. It is designed to produce aluminium sections up to 20 in. in width for use in the construction of buildings and vehicles, and tube up to 12 in. diameter for irrigation and construction work. The press will operate on automatic cycle.



Berk Limited, through its subsidiary Powder Metallurgy Limited, has doubled the capacity of its metal powders production plant. Picture shows samples being checked in the new process laboratory. Berk metal powders are sold in increasing quantities to Brazil, India, Japan, Italy, France, Poland and Spain. One important use is in the process known as 'sintering', by which they are formed at high pressures into components of the greatest possible importance to the car, domestic appliance, machine tool, office equipment, electrical and aircraft industries.

This aluminium extrusion press forms part of a further range of products built by David Bridge, and it is significant that the order was obtained in competition with 11 other suppliers from Europe, the United States and Japan.

Landing aids for Italy

An export order worth approximately £400,000 has been placed by the Italian Ministry of Defence with Standard Telephones and Cables Limited for Instrument Landing Systems (ILS) to be installed at Rome (Leonardo da Vinci), Turin (Caselle), Milan (Malpensa), Genoa, Venice and Naples. It follows recent orders from other EEC countries – Federal Republic of Germany and Holland – as well as those from South Africa, Denmark, Australia and Mexico. Orders for this equipment now exceed £1 million and represents a major success for British technology in the field of ground navigational aids.

New harbour for Cyprus

A British firm of consulting engineers, Rendel, Palmer & Tritton, of London have been awarded a contract by the Ministry of Communications and Works, Nicosia, for the drawing up of the plans and preparation of detailed designs for a new harbour at Limassol, the execution of which may cost in the region of £5 million. The consulting engineers will also be entrusted with the supervision of the construction of the new harbour.

The firm are also providing for coastal preserevation studies in Famagusta and Larnca, and for studies concerned with the silting problems in the harbour of Kyrenia. Four of five Cypriot engineers from the Public Works Department are also to be trained in the United Kingdom by the firm.

CERN order

Brentford Electric Limited, a member of the GHP Group Limited, have obtained a contract worth four million Swiss Francs for the supply of 96 Thyristor controlled DC power supplies from the European Organization for Nuclear Research (CERN).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for eggs

THE TEXT OF the following Regulation which affects trade in the eggs sector in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L147 dated June 28, 1968.

Regulation (CEE) No. 790/68 fixes the refund for eggs in the shell exported in the form of goods not covered by Annex II of the Treaty of Rome.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for cereals

THE TEXTS of the following Regulations which affect trade in the cereals sector of the EEC have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 789/68 relates to the conditions for granting a compensatory allowance for maize in stock, in the areas of surplus production, at the end of the 1967/68 marketing year.

Regulation (CEE) No. 813/68 fixes the levies applicable to the imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. L149 dated June 29, 1968).

Regulation (CEE) No. 814/68 fixes the refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. L149 dated June 29, 1968).

Regulation (CEE) No. 820/68 modifies the levies applicable to the import of processed products with a cereal or rice base (*Journal Officiel* No. L149 dated June 29, 1968).

Regulation (CEE) No. 821/68 relates to the definition of cereals 'grains mondés' and 'grains perlés', for the purpose of granting export refunds (*Journal Officiel* No. L149 dated June 29, 1968).

The *Board of Trade Journal* dated June 28, 1968 (page 1976) contained an announcement about a proposed Regulation concerning the system applicable to processed products with a cereal or rice base originating in the African and Malagasy States or the overseas countries and territories of the EEC. This draft Regulation has now been approved and the text, Regulation (CEE) No. 800/68, has been published in the *Journal Officiel* No. L149.

The French texts of these Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for sugar from July 1, 1968

THE TEXTS of the following Regulations which affect trade in the sugar sector in the EEC from July 1, 1968 have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 765/68 establishes the general system applicable to production refunds for sugar used in the chemical industry (*Journal Officiel* No. L143 dated June 25, 1968).

Regulation (CEE) No. 766/68 establishes the general system for granting refunds for the export of sugar (*Journal Officiel* No. L143 dated June 25, 1968).

Regulation (CEE) No. 767/68 fixes the intervention prices for raw sugar beet for the 1968/1969 marketing year (*Journal Officiel* No. L143 dated June 25, 1968).

Regulation (CEE) No. 768/68 establishes the general system relating to the denaturation of sugar for use in animal feedstuffs (*Journal Officiel* No. L143 dated June 25, 1968).

Regulation (CEE) No. 769/68 sets up the necessary measures to compensate for the difference between the national sugar prices and the prices valid from July 1, 1968 (*Journal Officiel* No. L143 dated June 25, 1968).

Regulation (CEE) No. 770/68 relates to the prefixing of levies in the sugar sector (*Journal Officiel* No. L143 dated June 25, 1968).

Regulation (CEE) No. 782/68 establishes the methods of application in so far as it concerns the purchase of sugar by intervention organizations (*Journal Officiel* No. L145 dated June 27, 1968).

Regulation (CEE) No. 783/68 relates to the notification by each member state of the tax applicable to sugar in stock on July 1, 1968 (*Journal Officiel* No. L145 dated June 27, 1968).

Regulation (CEE) No. 784/68 fixes the method of calculating the c.i.f. price for white and raw sugar (*Journal Officiel* No L145 dated June 27, 1968.)

Regulation (CEE) No. 785/68 fixes the quality type and the method of calculating the c.i.f. price for molasses (*Journal Officiel* No. L145 dated June 27, 1968).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for rice

THE TEXTS of the following Regulations which affect trade in the cereals sector in the EEC have been published in the *Journal Officiel des Communautés Européennes* No. L149 dated June 29, 1968.

Regulation (CEE) No. 813/68 fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base.

Regulation (CEE) No. 814/68 fixes the refunds for processed feedstuffs with a cereal or rice base.

Regulation (CEE) No. 820/68 modifies the levies applicable to the import of processed products with a cereal or rice base.

The *Board of Trade Journal* dated June 28, 1968 (page 1975) contained an announcement about a Proposed Regulation concerning the system applicable to processed products with a cereal or rice base originating in the African and Malagasy States and overseas countries and territories of the EEC. This draft Regulation has now been approved and the text, Regulation (CEE) No. 800/68, has been published in the *Journal Officiel* No. L149.

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course, unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for cattlemeat

THE *Board of Trade Journal* dated March 8, 1968 (page 794) contained an announcement about the draft text of a Proposed Regulation setting up the final Common Market organization for cattlemeat. This Regulation was due to take effect from April 1, 1968 but because the draft text had not been approved by that date interim measures were set up (see *Board of Trade Journal* dated April 19, 1968, page 1252).

The *Journal Officiel* No. L148 dated June 28, 1968 now contains the final text of this Regulation, Regulation (CEE) No. 805/68, and it will be applicable from July 29, 1968.

The French text of this Regulation may be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for milk and milk products

THE *Board of Trade Journal* dated March 8, 1968 contained an announcement about the draft text of a Proposed Regulation setting up the final Common Market organization for milk and milk products. This Regulation was due to take effect from April 1, 1968 but because the draft text had not been approved by that date interim measures were set up (see *Board of Trade Journal* dated April 12, 1968, page 1189).

The *Journal Officiel* No. L148 dated June 28, 1968 now contains the final text of this Regulation, Regulation (CEE) 804/68, and it will be applicable from July 29, 1968.

The French text of this Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

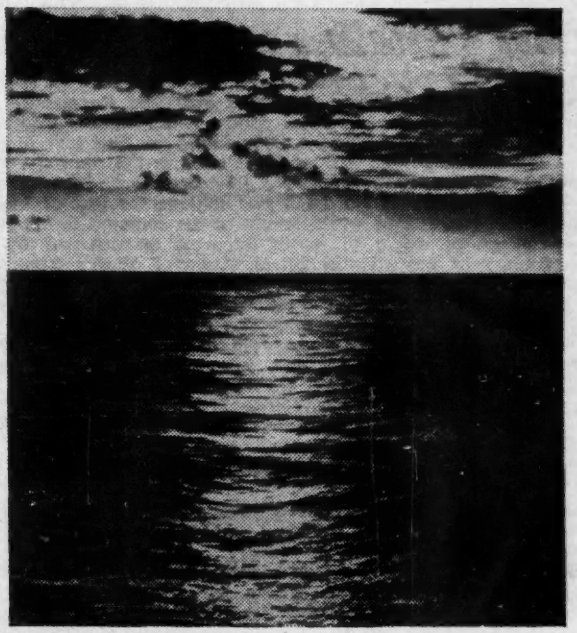
Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L144 dated June 26, 1968 contains the text of the following Decision affecting tariff quotas in the EEC.

Decision 68/266/CEE grants to Belgium and Luxembourg a tariff quota of 50 tonnes at a 10 per cent rate of duty for shrimps of the variety 'Pandalus Platiceros Japonicus' (tariff heading ex 16.05) and which is valid for the period April 1, 1968 to March 31, 1969.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(EEC *continued on next page*)



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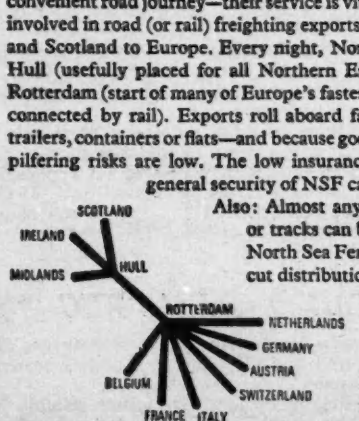

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EEC, *continued*

Customs legislation in the EEC

THE *Board of Trade Journal* dated May 24, 1968 (page 1614) contained an announcement about a Proposed Regulation concerning the customs valuation of goods. This Proposed Regulation has now been approved by the Council and the final text, Regulation (CEE) No. 803/68 has been published in the *Journal Officiel des Communautés Européennes* No. L148 dated June 28, 1968.

The *Journal Officiel* No. L148 also contains the text of Regulation (CEE) No. 802/68 which relates to the common definition of the concept of origin of goods imported or exported by the Community or the Member States. Annex I of this Regulation lists certain petroleum products to which it does not apply.

Unofficial translations of these Regulations will be published in the *Board of Trade Journal* in due course but meanwhile the French texts may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). Unofficial translations of the above Regulations will be published by HMSO.

Trade in processed agricultural products

THE TEXT OF the following Regulations which affect trade in processed products in the EEC has been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 822/68 determines the amounts of the variable elements applicable during the third quarter of 1968 to the import into the Member States of goods coming under basic Regulation No. 160/66/CEE (*Journal Officiel* No. L150 dated June 29, 1968).

Regulation (CEE) No. 799/68 derogates temporarily and for certain goods, from the provisions of Regulation No. 160/66/CEE relating to the method of calculating the amounts of the variable elements (*Journal Officiel* No. L149 dated June 29, 1968).

Regulation (CEE) No. 801/68 further extends the application of Articles 2 and 3b of Regulation No. 127/67/CEE (see *Board of Trade Journal* dated July 7, 1967, page 60) which establishes special provisions applicable to goods covered by basic Regulation No. 160/66/CEE and imported from the African and Malagasy States and the Overseas Countries and Territories of the EEC (*Journal Officiel* No. L149 dated June 29, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.2 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of these Regulations will be published by HMSO.

Trade in compound animal feedstuffs

THE TEXTS OF the following Regulations which affect trade in compound animal feedstuffs in the EEC have been published in the *Journal Officiel des Communautés Européennes* No. L149 dated June 29, 1968.

Regulation (CEE) No. 813/68 fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base.

Regulation (CEE) No. 814/68 fixes the refunds for processed feedstuffs with a cereal or rice base.

Regulation (CEE) No. 820/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

The texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations will be published by HMSO.

Trade between Turkey and the EEC

THE *Board of Trade Journals* dated January 19, 1968 (pages 204 and 205), and March 22, 1968 (page 937) contained announcements about a trade agreement between Turkey and the EEC.

The following further Regulation and Decisions relating to this trade agreement have been published in the *Journal Officiel des Communautés Européennes*.

Regulation (CEE) No. 775/68 extends the validity until December 31, 1968, of Regulation No. 253/68 (see *Board of Trade Journal* of March 22, 1968 referred to above) which fixes the methods of application of an import system for citrus fruits originating in and coming from Turkey (*Journal Officiel* No. L144 dated June 26, 1968).

Decision No. 68/264/CEE sets up a Community tariff quota for certain fruits originating in and coming from Turkey. This quota is valid for the period July 1, 1968 to December 31, 1968 (*Journal Officiel* No. L144 dated June 26, 1968).

Decision No. 68/265/CEE sets up a Community tariff quota for certain textile products originating in and coming from Turkey. This quota is valid for the period July 1, 1968 to December 31, 1968 (*Journal Officiel* No. L144 dated June 26, 1968).

Further details of the size, allocation and products covered by the above mentioned quotas together with the French texts of the Regulation and Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Trade agreement between the Lebanon and the EEC

THE *Journal Officiel des Communautés Européennes* No. L146 contains the text of Decision No. 68/263/CEE which the Council of the EEC adopted on June 17, 1968. This is the final decision needed to conclude the commercial agreement between the EEC and the Lebanon which was negotiated in 1965. The agreement will now formally enter into force, although some of its provisions have already been applied in anticipation of ratification.

The French text of this Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
753/67	Fixing the sluice-gate prices and levies on pigmeat	8d. (11d.)
754/67	On the subsidy for olive oil	8d. (11d.)
755/67	Providing for derogation from Article 16 of Regulation No. 160/66 in respect of certain goods under CCT heading 18.06.B.	8d. (11d.)
760/67	Fixing the levies applicable to rice and brokens	8d. (11d.)
761/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
867/67	Amending Regulation No. 362/67 determining the standard qualities of rice and brokens	8d. (11d.)
871/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
877/67	Altering the levies applicable to imports of processed products based on cereals and rice	8d. (11d.)
881/67	Amending Regulation No. 772/67 fixing the additional amount for certain parts of poultry	8d. (11d.)
969/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
978/67	Amending Regulation No. 63/64 fixing the prices to be used in calculating the levy in relation to Third Countries in the beef and veal sector	8d. (11d.)
1001/67	Containing Second Amendment of Regulation No. 635/67 fixing refunds on exports in the pigmeat sector for the period beginning on October 1, 1967	8d. (11d.)
1006/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
1019/67	Amplifying Regulation No. 366/67 establishing for rice, general rules relating to the granting of export refunds and to the criteria for fixing the amount thereof	8d. (11d.)
1026/67	Extending Regulation No. 3/63 concerning commercial relations with State Trading Countries in respect of certain agricultural products	8d. (11d.)
1035/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
1084/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
1085/67	Altering the levies applicable to imports of processed products based on cereals and rice	8d. (11d.)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given in February 9 issue of the Board of Trade Journal.

Import restrictions

Import procedure

LAST WEEK'S *Board of Trade Journal* (page 10) published a translation of the official French announcement of the imposition by France of import restrictions on certain goods with effect from July 1. The French *Journal Officiel* of July 3, set out the procedure for the import of these goods (which are listed below) on global quota basis. (These details have already been published in the *Export Service Bulletin* of July 8.) Requests for import licences must be submitted on form AC in quadruplicate, accompanied by a pro forma invoice in duplicate to the Direction Generale des Douanes et Droits Indirects, Division E, 8 rue de la Tour-des-Dames, Paris 9e (Tel. 874.91.50, 874.99.40, 874.67.88) by 11.30 *a.m. on July* 20. Licences for spare parts, with classification numbers ex 73.36 and ex 84.40 BI can be applied for, however, as and when necessary. Each request for a licence can refer to only one country of origin and one country of consignment; these two may be different. Applications, other than those for items ex 73.36 and ex 84.40 BI will be dealt with by simultaneous examination. Exceptionally, licences for the following items, semi-processed materials, will be granted in advance until July 15, as and when necessary: 51.04, ex 53.11, ex 55.05, 55.08, 55.09 and 56.07.

Quotas will be divided into two allocations, the first taking place after July 20 and the second after a further announcement. Importers are urged to attach to their applications all details judged by them likely to facilitate the study of their case. They must also supply value, weight and, according to product, specific units of the goods imported by them during each of the two six-month periods of 1967. Proof of these importations must be provided by submitting all the necessary authentic documents. However, so far as tractors, cars and lorries are concerned, the relevant period is only from July 1, to October 31, 1967. Likewise, importers who have concluded firm contracts with foreign suppliers before July 1, are invited to give details. In the case of products appearing both in the table below and in any notice regarding quotas for specific countries, licence applications should not be made in accordance with the provisions of this notice but those of the notices for the specific countries.

Quota No.	Tariff No.	Description of goods
	51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:
1	A	Woven fabrics of synthetic textile fibres.
2	B	Woven fabrics of artificial textile fibres.
		Woven fabrics of wool or of fine animal hair:
3	ex 53.11	Fabrics of carded wool.
		Cotton yarn not put up for retail sale:
4	ex 55.05	Of a number equal to or higher than 100.
5	55.08 55.09	Terry towelling and similar terry fabrics, of cotton. Other woven fabrics of cotton.
	56.07	Woven fabrics of man-made fibres (discontinuous or waste):
6	A	of synthetic textile fibres.
7	B	of artificial textile fibres.
8	59.04	Twine, cordage, ropes and cables, plaited or not.
		Socks and undersocks, not elastic nor rubberized:
9	ex 60.03	Socks of synthetic fibres.
10	60.04	Under garments, knitted or crocheted, not elastic nor rubberized.
		Outer garments and other articles, knitted or crocheted, not elastic nor rubberized:
11		A. Outer garments and clothing accessories:
		II. Other:
	ex 60.05	Over garments either knitted or crocheted.
		Men's and boys' outer garments:
12	ex 61.01	Raincoats for men.
		Women's, girls' and infants' outer garments:
	ex 61.02 B	Raincoats for women.
13	61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs.
	61.04	Women's, girls', and infants' under garments.
14	61.05	Handkerchiefs.
		Bed linen, table linen, toilet linen and kitchen linen, curtain and other furnishing articles:
15		B. Other:
	ex 62.02	Bed linen, table linen, toilet linen and kitchen linen.
		Steel bars:
16	ex 73.10	C. Not further worked than cold-formed or cold-finished.
		Angles, shapes and sections of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished:
17	ex 73.11	A. III. Not further worked than cold-formed or cold-finished.
		Hoop and strip, of iron or steel, hot-rolled or cold-rolled:
18		B. Not further worked than cold-rolled and pickled:
	ex 73.12	II. Other.
	73.14	Iron or steel wire, whether or not coated, but not insulated.
		Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14:
		A. High carbon steel:
	ex 73.15	VII. Wire, whether or not coated, excluding insulated electric wire.
		B. Alloy steel:
		VI. Sheets:
		b. Other sheets:
		2. Not further worked than cold-rolled and pickled, of a thickness of:
	ex 73.15	(aa) of 3 mm. or more.
19	ex 73.15	VII. Wire, whether or not coated, excluding electrical insulated wire.
		Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel:
20	ex 73.36	Appliances, burning combustible gases including mixed apparatus.
21		Parts and pieces thereof.
		Refrigerators and refrigerating equipment (electrical and other):
22	ex 84.15	Electrical domestic refrigerators incorporating compression type motors, including furniture designed to be equipped with refrigerating apparatus.
		B. Clothes-washing machines, each of a dry linen capacity not exceeding 6 kilograms:
23	ex 84.40	I. Electrically operated, excluding drying machines:
24		Parts and pieces thereof.
		Tractors, whether or not fitted with power take-offs, winches or pulleys:
		C. Other:
25	ex 87.01	Road tractors.
		Motor vehicles with all types of engines, for the transport of persons (including sports motor vehicles and trolleybuses) or goods:
		A. For the transport of persons including dual-purpose cars:
		I. With spark-ignition or compression-ignition engines:
	ex 87.02	a. Autocars and autobuses with compression-ignition engines of a cylinder capacity of 2,800 cm^3 or more or a spark-ignition engine of 2,500 cm^3 or more.
		II. With other types of engines.
		B. For the transport of goods.
26	ex 87.02	Motor vehicles with all types of engines for the transport of persons (including sports motor vehicles and trolleybuses) or goods:
		A. For the transport of persons including dual-purpose cars:
		I. With spark-ignition or compression-ignition engines:
		b. Other.

Technical visas

The notice in last week's *Board of Trade Journal* also referred to goods whose importation is now subject to technical visa, but the goods affected were not listed therein. However, they were listed in the *Export Service Bulletins* of July 4 and 5. These goods are set out below. The procedure for obtaining a technical visa is as follows:

A 'Declaration d'importation, Model D.I.' should be obtained in triplicate from the Moniteur du Commerce International, 10 Avenue d'Iena, Paris, 8e (Tel. 525.51.00). The form should then be taken to the relevant directorate (Direction) of the Ministry of Industry, with two pro forma invoices to be certified. Goods on the technical visa list cannot enter France without a duly certified 'Declaration'.

The declaration forms can be obtained either by visiting the Moniteur du Commerce International or by post. When completed and accompanied by two invoices, they may either be taken to the relevant Directorate of the Ministry of Industry by hand or sent by post (with a stamped addressed envelope to facilitate their return to the sender).

Annex

DIRECTION DES INDUSTRIES DIVERSES ET TEXTILES
3 RUE BARBET-DE-JOUY, 75 PARIS 7e.

50.09	Woven fabrics of silk or of waste silk other than noil.
51.01	Yarn of synthetic and artificial fibres (continuous), not put up for retail sale.
51.02	Monofil, strip (artificial straw and the like) and imitation catgut, of synthetic and artificial fibre materials.
	Wool in bulk:
ex 53.01	Other wool in the fleece and wool roughly washed.
56.01	Synthetic and artificial fibres (discontinuous), not carded, combed or otherwise prepared for spinning.
56.02	Continuous filament tow for the manufacture of synthetic and artificial fibres (discontinuous).
57.06	Yarn of jute.
64.02	Footwear with outer soles of leather or leather substitutes; footwear (other than footwear falling within heading No. 64.01) with outer soles of rubber or artificial plastic material.
	Glass inners for vacuum flasks or for other vacuum vessels:
ex 70.12	B. Finished.
	Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, and similar fancy or decorative glass smallwares, and articles of glassware made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass, including those for toys but excluding those for wear by humans; ornaments and other fancy articles of lamp-worked glass:
ex 70.19	A. III. Imitation precious and semi-precious stones.
ex 70.19	IV. b. Fancy or decorative glass smallware.
ex 70.19	B. Artificial eyes.
ex 70.19	C. Small glassware articles.

(*Continued on next page*)

FRANCE, *continued*

DIRECTION DES INDUSTRIES CHIMIQUES
66 RUE DE BELLECHASSE, 75 PARIS 7e.

31.02	Mineral or chemical fertilizers, nitrogenous:
31.05	Other fertilizers; goods of the present Chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 kg.
32.05	Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo.
32.06	Colour lakes:
	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):
	C. Other:
	II. Aminoplasts:
	b. In other forms:
ex 39.01	Polymerized under one of the forms of note 3 (d) of Chapter.
40.08	Plates, sheets, strip, rods and profile shapes, of unhardened vulcanized rubber.
40.09	Piping and tubing, of unhardened vulcanized rubber.
40.10	Transmission, conveyor or elevator belts or belting, of vulcanized rubber.
40.12	Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings, of hardened rubber.
	Articles of apparel and clothing accessories (including gloves), for all purposes, of hardened vulcanized rubber:
ex 40.13	A. Gloves and mittens.
	Other articles of unhardened vulcanized rubber:
ex 40.14	B. Other.
	Footwear with outer soles and uppers of rubber or artificial plastic material:
64.01	Of rubber.
	Other headgear, whether or not lined or trimmed:
ex 65.06	A. Rubber bathing caps.
70.03	Glass in balls, rods and tubes, unworked (not being optical glass).
70.06	Cast, rolled, drawn or blown glass (including flashed or wired glass) in rectangles, surface ground or polished, but not further worked.
70.09	Glass mirrors (including rear-view mirrors) unframed, framed or backed.
70.10	Carboys, bottles, jars, pots, tubular containers and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass.
70.11	Glass envelopes (including bulbs and tubes) for electric lamps, electronic valves or the like.
	Glass inners for vacuum flasks or for other vacuum vessels:
ex 70.12	A. Unfinished.
70.13	Glassware (other than articles falling within heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses.
70.14	Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass.
70.15	Clock and watch glasses and similar glasses (including glass of a kind used for sunglasses but excluding glass suitable for corrective lenses), curbed, bent, hollowed and the like; glass spheres and segments of spheres of a kind used for the manufacture of clock and watch glasses and the like.
70.16	Bricks, tiles, slabs, paving blocks, squares and other articles of pressed or moulded glass, of a kind commonly used in building; multi-cellular glass in blocks, slabs, plates, panels and similar forms.
	Laboratory, hygienic and pharmaceutical glassware; glass ampoules:
	A. Laboratory, hygienic and pharmaceutical glassware:
	I. Of fused silica or fused quartz:
ex 70.17	a. Neither graduated nor calibrated.
ex 70.17	II. Other, neither graduated nor calibrated.
ex 70.17	B. Serum ampoules and similar articles.
70.18	Optical glass and elements of optical glass, other than optically worked elements; blanks for corrective spectacle lenses.
	Glass beads, imitation pearls, etc.:
ex 70.19	A. I. Glass beads.
ex 70.19	II. Imitation pearls.
	IV. Fancy or decorative glass smallwares, and articles of glassware made therefrom:
ex 70.19	(a) glass grains (ballotini) for reflecting surfaces.
ex 70.19	D. Other.

DIRECTION DES INDUSTRIES MECANIQUES ELECTRIQUES ET ELECTRONIQUES
23 AVENUE FRANKLIN-ROOSEVELT, 75 PARIS 8e.

	Laboratory, hygienic and pharmaceutical glassware; glass ampoules:
	A. Laboratory, hygienic and pharmaceutical glassware:
ex 70.17	I. Of fused silica or fused quartz:
	Either graduated or calibrated.
ex 70.17	II. Other, either graduated or calibrated.
82.05	Interchangeable tools for hand tools, for machine tools or for power-operated hand tools (for example, for pressing, stamping, drilling, tapping, threading, boring, broaching, milling, cutting, turning, dressing, morticing or screw driving), including dies for wire-drawing, extrusion dies for metal, and rock drilling bits with a working edge, working surface or other working part of.
84.45	Machine tools for working metal or metallic carbides, not being machines falling within headings Nos. 84.49 and 84.50.
84.47	Machine-tools for working wood, cork, bone, ebonite (vulcanite), hard artificial plastic materials or other hard carving materials, other than machines falling within heading No. 84.49.
84.48	Accessories and parts suitable for use solely or principally with the machines falling within headings Nos. 84.45 to 84.47, including work and tool holders, self-opening die-heads, dividing heads and other appliances for machine-tools; tool holders for the mechanical hand tools of headings Nos. 82.04, 84.49 or 85.05.
84.49	Tools for working in the hand, pneumatic or with self-contained non-electric motor.
ex 84.59	Machinery and mechanical appliances (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter:
	D. Machines and appliances for rope or cable making, including electric wire and cable making machines.
	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings:
ex 84.63	Other than crankshafts and camshafts for engines falling within sub-heading 84.06 C.
	Radiotelegraphic and radiotelephonic transmission and reception apparatus, radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:
	C. Parts:
ex 85.15	II. Micro parts.
ex 85.15	III. Detached pieces in bulk of the same metal of a diameter not exceeding 25 mm.
ex 85.15	IV. Not separately classified.
	Electrical capacitators, fixed or variable:
ex 85.18	Variable condensers.
ex 85.18	Adjustable condensers.
	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lamp-holders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; rheostatic, inductance, motor driven and vibrating contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels:
ex 85.19	A. Relays other than telephonic or telegraphic.
ex 85.19	B. Resistors for potentiometers and rheostats.
85.21	Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas-filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; crystal diodes, crystal triodes and other crystal valves (for example, transistors); mounted piezo-electric crystals.

DIRECTION DES INDUSTRIES DU FER ET D'ACIER
97 RUE DE GRENELLE, 75 PARIS 7e.

73.18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits.

All inquiries should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of June 29 published a notice setting out the variable levies and maximum rates which apply from July 1, 1968 to certain foodstuffs of the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the condensed descriptions are omitted but can be seen in the *Board of Trade Journal* of August 11, 1967, page 365).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

Import regulations for meat and other amimal products

THE FRENCH *Journal Officiel* of June 26 announced that derogations will be granted, under certain conditions, for the importation of the following products originating from Scotland.

Tariff No.	Description
ex 02.01	Meat and edible offals, fresh, chilled or frozen, of cattle, swine, sheep and goats of the domestic species.
ex 02.05	Unrendered pig fat free of lean meat and unrendered poultry fat, fresh, chilled or frozen, salted or in brine, dried or smoked.
ex 05.04	Guts, bladders and stomachs, fresh, chilled or frozen, whole and pieces thereof, of ruminants and swine of the domestic species.
15.02 ex A & ex B	Unrendered fats.

Conditions to be fulfilled entail production of health certificate Model A as published in the Annex of the Arrêté of April 25, 1964, to which must be added a further affidavit covering foot and mouth disease regulations.

The following tariff items must be covered by production of health certificate Model D as published in the same Arrêté and also need the same affidavit as mentioned above.

Tariff No.	Description
02.06 B & ex C	Meat and edible offals of domestic swine and ruminants, salted or in brine, dried or smoked.
ex 16.01	Sausages and the like, raw, of meat, meat offal or animal blood (of domestic ruminants and swine).
ex 16.02	Other prepared or preserved meat or meat offals, raw, of domestic ruminants and swine.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Imports of fish from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of July 4 announced the opening of the remainder of the quotas for the following products, originating in and imported from Britain, appearing on List B of the Franco-British trade agreement of February 29, 1968:

Quota No.	Tariff No.	Product
1	Ex 03.01	Fish, fresh, chilled or frozen. The balance of the quota now opened is half the annual quota for 1968. Import licence applications must be accompanied by a pro-forma invoice in duplicate, dated, issued by the British exporter, bearing his stamp and signature and specifying in full the types and qualities of the fish.
2	03.02 B II a ex 2	Fillets of smoked cod; the balance of the quota, now opened, is three-quarters of the annual quota for 1968.

Import licence applications on Fórm AC and accompanied by pro-forma invoices, must reach the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris, 9e, before 11.30 a.m. on July 16, 1968. Applications will be examined simultaneously.

Applications for licences may include all types of fish in the above table under their respective headings. For species of fish originating in and imported from all countries other than member countries of the European Economic Community, there are certain minimum price regulations, details of which were published in the *Board of Trade Journals* of March 8 (page 796), March 22 (page 926) and May 3 (page 1386).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

Import restrictions on additional iron and steel items

A NOTICE about import restrictions on additional iron and steel items appeared in the French *Journal Officiel* of July 7, 1968. Full details are not yet available, but will be published in the *Export Service Bulletin* as soon as possible and in next week's *Board of Trade Journal*. It is understood that the licence application procedure will be the same as that set out under 'Import Procedure' on page 133.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Customs modifications

THE FRENCH *Journal Officiel* of June 29 announced a further move towards alignment of the French Tariff with the Common Market External Tariff and issued a special supplement setting out the changes in the tariff to take effect from July 1, 1968.

Duty is suspended for certain items (see *Board of Trade Journal* of July 5, page 58). Fuller details of this suspension will be published in next week's *Journal*.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text can be seen.

Registration of Trade Marks in France

UNDER THE NEW FRENCH law on Trade Marks, which came into effect on August 1, 1965, the first applicant is entitled to register a trade mark and the mere use of a mark no longer confers any proprietary rights. The law provides for a three-year transitional period, which ends on July 31, 1968, during which persons who have used a trade mark prior to August 1, 1965, but have not registered it are given priority to register their marks. Under the new law trade marks are registered in respect of goods and services.

Companies who have used unregistered trade marks in France for goods and services prior to August 1, 1965, are strongly recommended to ensure that they are duly registered by July 31. Failure to do so could lead to registration and use by competitors. There is also a very real danger that unscrupulous persons might take advantage of the provisions of this law and register well-known commercial names with the idea of selling them back to the actual users; such practices have not been unknown under similar circumstances. The legal action necessary to redress such abuse would be long and expensive.

An English translation of the new law and of the decree applying the provisions of the law is available for consultation in the Foreign Patents Section of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

IRISH REPUBLIC

The Origin of Goods (Republic of Ireland) (Amendment) Regulations 1968

THE ORIGIN OF GOODS (Republic of Ireland) (Amendment) Regulations 1968 (SI 1968 No. 988) published on June 28 amend The Origin of Goods (Republic of Ireland) Regulations 1966.

These amending regulations reflect changes made to the Customs Tariff 1959 effected by the Import Duties (General) (No. 4) Order 1968 (SI 1968 No. 679) by:

(a) modifying a number of description of goods headings and eliminating a number of tariff sub-headings which following the implementation of the first stage of the Kennedy Round tariff changes had become inaccurate;
(b) providing that certain origin rules will be applicable to hop oils and hop extracts which became subject to a protective import duty as from July 1, 1968.

The amending regulations also clarify one of the qualifying processes for men's and boys' raincoats included in tariff heading 61.01.

Copies of The Origin of Goods (Republic of Ireland) (Amendment) Regulations 1968 can be obtained from HMSO 49 High Holborn, London, W.C.1, or branches, price 9d. or by post 1s.

Suspended duties on certain iron and steel products

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (Iron and Steel Products) Order, 1968, which suspends from June 30, 1968, the customs duties on certain bars, rods, angles, shapes, sections, sheets and plates of iron and steel at the following tariff headings:

73.10 (A) (1) (b)
73.10 (A) (2) (b)
73.10 (A) (3) (a) (ii)
73.11 (B) (2) (b) (inserted by the Order)
73.11 (B) (3) (a) (ii)
73.11 (B) (4) (a) (ii)
73.13 (B) (1) (b)

Tariff sub-heading 73.11 (B) (2) has been amended and now reads as follows: H, I, T and U Sections of which the greatest cross-sectional dimension does not exceed 10 inches.

(a) U sections of which the greatest cross sectional dimension does not exceed 7 inches.
(b) Other

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

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JORDAN

Tax exemptions

BY COMMUNIQUE No. 9/68 of May 23, the Minister of Finance has asked other Jordanian Government Departments to desist from granting tax exemptions to foreign individuals and companies working on government contracts.

This request may not always be complied with. In order to avoid being undercut by ambiguous bids, British firms are advised, when tendering, to quote their lowest price, making it explicit that it does not include taxes.

SAUDI ARABIA

New Saudi Arabian tariff

A NEW CUSTOMS tariff, based on the Brussels Nomenclature, came into force in Saudi Arabia on June 9. This has not yet been published and will not be available in English for some time. According to local press reports many tariffs have been considerably reduced, notably on domestic appliances (40 per cent to 15 per cent), tobacco (SR27.5 to SR5 per kg.) and certain items for use in industry (25 per cent to 5 per cent). Raw materials are exempt of duty.

No further information is available in the Board of Trade. Notices will appear in the *Journal* as further information becomes available.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address,

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REPUBLIC OF SOUTH AFRICA

Customs tariff changes (1)

GOVERNMENT NOTICES R.813 and R.814, published in the Republic of South Africa *Government Gazette* of May 10, amend the Republic's customs tariff as follows:

Tariff Heading		Statistical Unit	Rate of Duty		
			General	MFN	Preferential
R.813					
70.19.50	Glass grains (ballotini)	lb.	20%		
	By the substitution for the rate of duty in Column III of the following:		Free		
814					
	85.19 By the insertion before subheading 85.19.10 of the fololwing:				
85.19.03	Identifiable for use solely or principally with radio, radar, television or radiotelegraphic or radiotelephonic apparatus	No.	12½%		7½% (UK)
85.19.05	Identifiable for use solely or principally with motor vehicles (excluding motor cycles	No.	20%		
85.19.07	Identifiable for use solely or principally with motor cycles	No.	20%		15% (UK)
	By the deletion of subheadings 85.19.20, 85.19.30, 85.19.60.20, 85.19.65.10 and 85.19.65.20.				

Note 1: The provisions for electrical apparatus identifiable for use solely or principally with radio, radar, television or radiotelegraphic or radiotelephonic apparatus and motor vehicles in subheadings 85.19.20, 85.19.30, 85.19.60.20, 85.19.65.10 and 85.19.65.20 are deleted and grouped together in subheadings 85.19.03 and 85.19.05 at the same rates of duty.

Note 2: Specific provision at a rate of duty of 20 per cent (General) and 15 per cent (Preferential) is made for electrical apparatus identifiable for use solely or principally with motor cycles.

Customs tariff changes (2)

GOVERNMENT NOTICES R.1154 to R.1156, published in the Republic of South Africa *Government Gazette* of June 28, amend the Republic's customs tariff as follows:

I	I	III	IV	V
Tariff Heading	Statistical Unit	Rate of Duty		
		General	M.F.N.	Preferential
R.1154				
39.01 By the substitution for subheading No. 39.01.80 of the following:				
39.01.80 Plates, sheets, strip, film and foil:				
.10 Decorative laminates, thermosetting, of a f.o.b. price per sq. ft. not exceeding 25c.	sq. ft.	90c per sq. yd.	60c. per sq. yd.	
.20 Decorative laminates, thermosetting, of a f.o.b. price per sq. ft. exceeding 25c.	sq. ft.	15%		
.30 Glass fibre laminates, thermosetting	lb.	20%		
.40 Other laminates, thermosetting	lb.	7c. per lb.		
.50 Coated with glass grains (ballotini), suitable for traffic signs and the like.	lb.	Free		
.60 Other laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.70 Coatings on textile or other fibre fabrics	lb.	50/	20%	
.90 Other	lb.	20%		
39.02 By the substitution for subheading No. 39.02.10.50 of the following:				
.50 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.60 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.70 Other plates, sheets, strip, film and foil	lb.	20%		
By the insertion after subheading No. 39.02.30.10 of the following:				
.20 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.30 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.40 Other plates, sheets, strip, film and foil	lb.	20%		
By the substitution for subheading No. 39.02.40.50 of the following:				
.45 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.47 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.50 Other plates, sheets, strip film and foil	lb.	20%		

I Tariff Heading	II Statistical Unit	III	IV Rate of Duty	V
		General	M.F.N.	Preferential
By the substitution for subheading No. 39.02.50.53 of the following:				
.53 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.55 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.57 Other plates, sheets, strip, film and foil	lb.	20%		
By the substitution for subheading No. 39.02.60.50 of the following:				
.45 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.47 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.50 Other plates, sheets, strip, film and foil	lb.	20%		
By the substitution for subheading No. 39.02.70.50 of the following:				
.45 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.47 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.50 Other plates, sheets, strip, film and foil	lb.	20%		
By the substitution for subheading No. 39.02.80.40 of the following:				
.35 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.37 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.40 Other plates, sheets, strip, film and foil	lb.	20%		
By the substitution for subheading No. 39.02.90.55 of the following:				
.55 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
.60 Coatings on textile or other fibre fabrics	lb.	50%	20%	
.65 Other plates, sheets, strip, film and foil	lb.	20%		
39.03 By the insertion after subheading No. 39.03.70 of the following:				
39.03.75 Laminates reinforced with textile or other fibre fabrics	lb.	50%	20%	
39.03.77 Cellulose coatings on textile or other fibre fabrics	lb.	50%	20%	
59.08 By the substitution for subheading No. 59.08.10 of the following:				
59.08.10 In a plain weave, of a weight of the basic textile fabric per sq. yd. exceeding 10 oz., commonly known as canvas or duck, surface-coated	lb.	15%		
70.20 By the substitution for subheading No. 70.20.40 of the following:				
70.20.35 Woven fabrics coated with artificial plastic materials	lb.	50%	10%	
70.20.40 Other woven fabrics, including narrow loom fabrics	lb.	10%		

NOTES:
(1) Specific provision, at an increased rate of duty, is made for plastic laminates reinforced with textile or other fibre fabrics and for textile and other fibre fabrics (bonded fibre and glass fibre fabrics) coated with artificial plastic materials.
(2) Subheading No. 59.08.10 is amended to make it clear that the weight of the basic textile fabric should be more than 10 oz. per sq. yd.

I Tariff Heading	II Statistical Unit	III	IV Rate of Duty	V
		General	M.F.N.	Preferential
R.1155				
58.05 By the substitution for subheading No. 58.05.30 of the following:				
58.05.30 Electrical tape or webbing	lb.	25%		20% (U.K.)
58.05.40 Endless tape suitable for use as transmission belts	lb.	5%		Free (U.K.)

NOTE: The duty on electrical tape or webbing is increased from 5 per cent (General) and free (Preferential) to 25 per cent (General) and 20 per cent (Preferential).

(*Continued on next page*)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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SOUTH AFRICA, *continued*

I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty M.F.N.	V Rate of Duty Preferential
R.1156				
59.09 By the substitution for subheading No. 59.09.40 of the following:				
59.09.40 In a plain weave, of a weight of the basic textile fabric per sq. yd. exceeding 10 oz., commonly known as canvas or duck, surface-coated	lb.	15%		
59.11 By the substitution for subheading No. 59.11.40 of the following:				
59.11.40 In a plain weave, of a weight of the basic textile fabric per sq. yd. exceeding 10 oz., commonly known as canvas or duck, surface-coated	lb.	15%		
59.12 By the substitution for subheading No. 59.12.10 of the following:				
59.12.10 Fabrics in a plain weave, of a weight of the basic textile fabric per sq. yd. exceeding 10 oz., commonly known as canvas or duck, surface-coated	lb.	15%		

NOTE:
The description of the goods classified under tariff subheadings Nos. 59.09.40, 59.11.40 and 59.12.10 is amended to indicate clearly that the weight of the basic textile fabric per square yard must exceed 10 ounces in each case.

Customs tariff application

CUSTOMS TARIFF Application List No. 471, published in the South African *Government Gazette* of July 5, contains an application to the Board of Trade and Industries for increase in duty on unmachined pistons, rod guides and valve bodies, for shock absorbers, classified under tariff sub-heading 87.06.75.10, from 10 per cent to 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the appliction, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1370/68,

Import control

A COPY has been received from Pretoria of Government Notice R. 1139, published in the Republic of South Africa *Government Gazette* of June 28, which amends the South African import control regulations for 1968 (see the *Board of Trade Journal* of January 12, 1968, pages 135-139), by the addition of the following items to the Consumer Goods Group 4(c): –

Description of goods	Tariff Heading No.
Woven fabrics in which synthetic fibres (continuous and discontinuous) predominate, of a weight per square yard of not less than 4·2 ounces and woven fabrics in which cellulosic fibres (continuous and discontinuous) predominate and which contain not less than 30% of combed wool or other combed animal hair or synthetic fibres or mixtures thereof, of a weight per square yard of not less than 4·2 ounces but excluding fabrics imported under rebate of duty and used in the manufacture of boys' shorts, and women's and girls' outer garments.	50.09.15 50.09.25 50.10.15 50.10.25 51.04.70 51.04.85 56.07.80 56.07.87
Crude and/or processed fish oil, including refined, deodorized and hardened fish oil, but excluding fats and oils imported under rebate duty.	Ex 15.04 Ex 15.12

UGANDA AND TANZANIA

Customs tariff amendments

IN THE *Board of Trade Journal* of July 5 (pages 62-65), a notice was published giving details of customs tariff changes, which took effect from June 19, in Kenya and Uganda. At the time of preparing the notice full details of the customs amendments as they applied to Uganda and Tanzania were not available. The Board of Trade has now received the Finance Bills for Uganda and The United Republic of Tanzania respectively, which contain a comprehensive list of customs tariff changes. With the exception of the following items, changes in the tariff are in accord with details already published in the notice referred to above:

First Schedule

Tariff	Relating to	Amendment to the rate of duty only
(Tanzania and Uganda)		
10.07A	Millet and grain sorghum	For 'Free' substitute '50%'
(Tanzania only)		
27.09	Petroleum oils and oils obtained from bituminious minerals, crude	For 'Per gallon at 62°F, Shs. 2/05' substitute 'Per gallon at 62°F, Shs. 2/30'
27.10A	Partly refined petroleum including topped crudes	For 'Per gallon at 62°F, Shs. 2/05' substitute 'Per gallon at 62°F, Shs. 2/30'
27.10B	Motor spirit, gasolene and other light oils and other products for similar uses	For 'Per gallon at 62°F, Shs. 2/05' substitute 'Per gallon at 62°F, Shs. 2/30'
27.10D(2)	Light, amber, for high speed engines	For 'Per gallon at 62°F, Shs. 1/85' substitute 'Per gallon at 62°F, Shs. 2/05'
(Uganda only)		
73.18	Tubes and pipes and blanks therefor of iron (other than cast iron) or steel, excluding high-pressure hydro-electric conduits	For 'Free' substitute '15%'
(Tanzania only)		
85.23A	Insulated electric wire, having conductors of copper or aluminium.	For 'Free' substitute '15%'

Tariff No.	Tariff Heading	Import Duty
(Uganda only)		
Insert the following heading immediately after heading No. 50.04/08:		
50.07/09	Bandages and sanitary towels	Free
73.10	For the expression '¼ inch' occurring in sub-heading A(2) thereof, substitute the expression '¾ inch'	
Insert the rate of import duty in sub-heading C:		
85.21	Thermionic, cold cathode and photocathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals: (C) Other	30%
(Tanzania only)		
Insert the following new heading		
87.01	Tractors (other than those falling within heading number 87.07), whether or not fitted with power take-offs, winches or pulleys:	
	A. Road tractors for semi-trailers	20%
	B. Other	Free

Second Schedule – Suspended duties

The Second Schedules to the Customs Tariff Acts are amended as follows:

(Kenya, Uganda and Tanzania)
By the deletion of the following entry:

Related Heading	Article	Suspended Duty Amount provided	Suspended Duty Amount Imposed
70.10			

(Uganda only)
By insertion of the following entry:

Related Heading	Article	Suspended Duty Amount provided	Suspended Duty Amount Imposed
73.18	Tubes and pipes of iron or steel	15%	15%

(Tanzania only)
By the deletion of the following entry:

Related Heading	Article	Suspended Duty Amount provided	Suspended Duty Amount Imposed
85.23A	Insulated electric wire, etc	15%	Nil

Third Schedule – Exemption from Duty

(Uganda only)
Add the following item thereto:
22 *Bottles and Jars, Common, Empty*: Bottles and jars, common, empty, of the following types, as specified by the Minister:
(1) Sprinkler bottles having a nozzle opening formed in the bottle mouth;
(2) Bottles and jars made to receive and fitted with ground glass stoppers or lids;
(3) Poison bottles having outer surface fluted vertically with ribs or grooves recognizable by touch;
(4) 'Winchester' bottles of a capacity of eighty fluid ounces or over;
(5) Bottles and jars of heat or chemical resistant special glass;
(6) Bottles and jars manufactured of opal glass;
(7) Bottles and jars manufactured of plastic material.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hilgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

TANZANIA

Soft Drinks (Consumption Tax) Act

THE SOFT DRINKS (Consumption Tax) Act, 1968, published in the United Republic of Tanzanian *Gazette* of June 19, introduces, with effect from that date, a consumption tax at the rate of 1s. per imperial gallon on soft drinks imported into or manufactured in Tanganyika. The tax will be payable by importers or manufacturers.

Full details of the provisions of this Act are available from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

MALAWI

Customs tariff amendments

MALAWI GOVERNMENT Notice No. 116 amends the customs tariff with effect from May 31, to the following extent:

(a) by the deletion of all the material in columns 1 to 6 inclusive in respect of heading No. 30.06 and the substitution therefor of the following:

BTN No. 1	Nomenclature 1	3	Effective Rates 4	5	6
(36.06)	Matches (excluding Bengal matches):				
36.06.01	Under duty-quota licence .	per 7,200 matches	£0 1s. 0d.	£0 1s. 0d.	Free
36.06.99	Other	per 7,200 matches	£0 8s. 0d.	£0 8s. 0d.	£0 6s. 6d

(b) by the deletion of all the material in columns 1 to 6 inclusive in respect of headings Nos. 51.01 and 51.03 and the substitution therefor of the following:

BTN No. 1	Nomenclature 2	3	Effective Rates 4	5	6
(51.01-51.03) (51.01)	Yarn of man-made fibres (continuous), monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials:				
51.01.01	Single yarn, untwisted, wholly of the kinds of fibre described in Note 1 (a) to this Chapter:				
	Monofil, strip (artificial straw and the like) and imitation catgut . .	—	Free	Free	Free
51.01.99	Other-	—	30%	10%	10%

(Britain pays Column 6 rate of duty)

MALAWI GOVERNMENT Notice No. 102, Customs and Excise (Heading 100.15) Notice, 1968, published in the *Malawi Gazette* of May 24, sets out the goods which are approved for classification under heading 100.15 as follows:

Plant, machinery, equipment and materials imported for the establishment by National Oil Industries Ltd. of a rice mill.

Any inquiries relating to the above notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 2) Regulations, 1968, published as Government Notice No. 114 on May 31, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

BTN No. 1	Nomenclature 2	3	Effective Rates 4	5	6
	By the deletion therefrom of all the material in Columns 1 to 6 inclusive relating to heading No. 36.06:				
36.06	All goods in this heading . .	per 7,200 matches	£0 1s. 0d.	£0 1s. 0d.	Free

(Britain pays Column 6 rate of duty)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Notice to importers — postal importations

THE FOLLOWING General Notice No. 406 was published in the Malawi Government *Gazette* of May 31, 1968:

'1. With effect from August 1, 1968 the parcel post documentation procedure will be changed so as to remove certain shortcomings in the present system.

2. Under the new system, an arrival advice will be issued immediately parcels have been assessed with duty and charges. This arrival advice will contain all the information appearing on the 'docket' which is presently affixed to each consignment and additionally will contain a number of other details (e.g. senders' names, marks and numbers) to enable every parcel to be positively identified by the importer.

3. Each parcel will be marked with a local serial number which will also appear in the top-right-hand corner of the arrival advice. This serial number identifies each parcel for ease of handling and future references and should be quoted in all inquiries.

4. Each arrival advice, when duty is assessed, contains a space for a receipt. *If for any purpose it is necessary to keep a record of monies and transactions, the details on this arrival advice should be copied out for retention. No other advice copy or 'docket' will be issued with parcels on collection.*

5. Customs duties and other charges will continue to be collected by the Post Office. Cheques, other than official bankers' cheques, in payment of these charges will not be accepted unless a Bank Guarantee has been taken out; regular importers may obtain details of this procedure from the Postmaster of the office of delivery.

6. When any parcel or consignment of parcels cannot be assessed for duty or released by customs for want of a licence or additional documents or information, a different copy of the arrival advice, known as the detention advice copy, will be sent out from the office of assessment. This copy will show details of the information, licence or document required by the office of assessment before the parcels can be released by customs. *This copy must always be returned to that office along with the required document or data.* When the duty is assessed or the parcel/s are released by customs, this copy will be exchanged for the arrival advice copy mentioned in paragraph 2 above.

7. It is important that the arrival advice should not be lost otherwise delays will occur in preparing duplicates. If the duty assessed is incorrect it can be amended by supplying the full correct details to the customs office of assessment and by asking the Post Office to return the parcel to that office.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

ZAMBIA

Imports via Dar es Salaam

IN A PRESS Release No. 1081/68 published on June 18 by the Press Section of the Public Relations Division, Zambia Information Services, the following details were given:

'Goods to come through Dar es Salaam

A spokesman for the Ministry of Commerce, Industry and Foreign Trade said today that with immediate effect the following list of imported goods would be compulsorily routed through the port of Dar es Salaam:

Customs and Excise Tariff No.	Description
119 (1)	Electric cable and wire
119 (3) (b) (i)	Motor car and truck batteries
134 (a) (ii) (b)	Galvanized conduit piping
152	Wheelbarrows
157 (b)	Asbestos cement piping
273 (a), (b), (c) and (d)	Plywood, blockboard, chipboard, veneers
295 (1) (b) and (c)	Newsprint and plain and composite paper

In addition, he said that the following list of goods must either be imported via Dar es Salaam or as an alternative, at the

(*Continued on next page*)

ZAMBIA, *continued*

importers option, by air from the North:

Tariff No.	Description
86 (1) (b)	Motor cycles
94 (1) and (3)	Cash registers and calculating machines
102	Enamelware and hollow-ware
119 (2) (b)	Radios, radiogrammes, tape recorders
136 (2) (a)	
143 (2) and (3)	TV sets, record players, amplifiers, and all other domestic electrical appliances
154 (b)	
139 (b)	Domestic refrigerators
149 (1) (b)	Typewriters

The spokesman said that existing import licences were in no way affected by the new routing arrangements and importers could continue to use those licences until expiry date.

Goods imported through Dar es Salaam must be customs cleared by Agence Maritime Internationale in that port, but specific import licences were not required for the goods listed, with exception of radios and radiogrammes.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

KENYA

Customs tariff amendments

LECAL NOTICE NO. 176 published in the Kenya *Gazette Supplement* of June 18, announces, with effect from June 19, the Customs Tariff (Suspended Duty) (Imposition) Order, 1968. Under this Order a suspended duty of 15 per cent in respect of related heading 73.18 (Tubes and pipes, of iron or steel) appearing in the Second Schedule to the Customs Tariff Act, is hereby imposed.

Note:

The effect of this amendment is to bring the duty on item 73.18 to 30 per cent *ad valorem*.

Legal Notice No. 177 published in the Kenya *Gazette Supplement* of June 18, announces, with effect from June 19, the Customs Tariff (Suspended Duty) (Revocation) Order, 1968. Under this Order the suspended duties which have been imposed by the Customs Tariff Act, at the rates specified below, on the goods listed below are hereby revoked:

(a) Meat, frozen or refrigerated	37½ per cent
(b) Maize meal, per 100 lb.	Sh.3/50
(c) Dhall, per 100 lb.	Sh.6
(d) Bottles and jars, common, empty (of glass, related to heading 70.10)	30 per cent

Note:

The effect of this amendment is to suspend the duty on items 02.01/4, 11.02A, 07.05B and 70.10 listed above.

Any inquiries relating to the above notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

ALGERIA

Imports of live animals and meat

THE ALGERIAN *Journal Officiel* of April 26, 1968, announced that as from that date all imports of the undermentioned goods would be the responsibility of the Office National de Commercialisation (ONACO):

01–01A II a 1	Live animals of the bovine species, for slaughter (calves, heifers).
01–02A II b 1	Other live animals of the bovine species, for slaughter (calves, young bulls, steers, heifers, oxen and cows).
02–01A II a	Meat, fresh, chilled or frozen, of the bovine species.

This notice cancels an earlier announcement, details of which were published in the *Board of Trade Journal* of March 15, 1968.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

MAURITIUS

Customs tariff amendments

THE BOARD OF TRADE has received a copy of a Resolution of the Mauritius Parliament which appeared in the Mauritius Government *Gazette* of June 19. It reads as follows: –

Resolution

This Assembly is of opinion that the Resolution voted on March 26, 1968, increasing Customs import duties on goods appearing in the Schedule to the Resolution and reproduced in the First Schedule to this resolution be rescinded forthwith and that Part I of the First Schedule to the Customs Tariff Ordinance, 1954, as subsequently amended, be amended by the substitution for items 411-02.1, 413-03, 511-03 and 511-09 of the items specified in the Second Schedule to this Resolution.

First Schedule to Resolution

Serial No.	Description of Goods	Unit	From		To	
			General Tariff	Preferential Tariff	General Tariff	Preferential Tariff
411-02.1	Tallow in bulk	100 kilos to *ad valorem*	Rs. 5·00	Rs. 2·50	20%	10%
413-03	Soap stock in bulk	100 kilos to *ad valorem*	Rs. 10·00	Rs. 5·00	40%	30%
511-03	Caustic soda in bulk	*Ad valorem*	5%	5%	15%	15%
511-09	Sodium silicate	*Ad valorem*	5%	5%	15%	15%

Second Schedule to Resolution

Serial No.	Description of Goods	Unit	General Tariff	Preferential Tariff
411-02.1	Cart grease	100 kilos	Rs. 5·00	Rs. 2·50
411-02.3	Tallow	*Ad valorem*	20%	10%
413-03.1	Soap stock	*Ad valorem*	40%	30%
413-03.2	Acid oils, fatty acids and solid oils from the treatment of oils and fats, n.e.s.	100 kilos	Rs. 10·00	Rs. 5·00
511-03	Sodium hydroxide (caustic soda)	*Ad valorem*	15%	15%
511-09.1	Sodium silicate	*Ad valorem*	15%	15%
511-09.2	Inorganic compounds and chemical elements, n.e.s.	*Ad valorem*	5%	5%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Final assembly of a range of instruments for control and measurement of flow, pressure and temperature at the Luton works of Kent Instruments Ltd. (George Kent Group). In the foreground are water measurement instruments for Kuwait, and others shown are for Malaysia, Pakistan and various countries in Europe.

Tariff amendments

(A) THE BOARD OF TRADE has received a copy of Ceylon Customs Notification (R.P.O.) No. 68/1 which reads as follows:

The Revenue Protection Act, No. 19 of 1962

The following Order made by the Minister of Finance in pursuance of the powers vestsd in him by section 2 of the Revenue Protection Act, No. 19 of 1962, is hereby published for general information.

H. JINADASA SAMARAKKODY,
Permanent Secretary,
Ministry of Finance.

Ministry of Finance,
Colombo, March 29, 1968.

The Revenue Protection Act, No. 19 of 1962

ORDER

Whereas the Cabinet has decided that a resolution should be introduced in the House of Representatives, being a resolution which will have the effect of imposing the rates of import duty on the articles specified in Column I of the Schedule hereto:

Now, therefore, in pursuance of the powers vested in my by section 2 of the Revenue Protection Act, No. 19 of 1962, I, Ukku Banda Wanninayake, Minister of Finance, do by this Order, require the Principal Collector of Customs to demand and levy from midnight of March 29/30, 1968, on each article specified in Column I of the Schedule hereto import duty at the General Rate set out in the corresponding entry in Column III of that Schedule or, where a Preferential Rate is leviable and payable under the provisions of Schedule A to the Customs Ordinance (Chapter 235), at the Preferential Rate set out in the corresponding entry in Column II of that Schedule.

U. B. WANNINAYAKE,
Minister of Finance.

Colombo, March 29, 1968

SCHEDULE

Column I *Article*	*Column II* *Perfectional Rate* *Ad valorem*	*Rs. c.*	*Column III* *General Rate* *Ad valorem*	*Rs. c.*
Hotels and rest houses approved by the Ceylon Tourist Board:				
Articles specified by Notification published in the *Gazette* by the Principal Collector of Customs in consultation with the Chairman, Ceylon Tourist Board, and shown to the satisfaction of the Principal Collector of Customs to have been imported for the construction of and use in hotels and rest houses approved by the Ceylon Tourist Board:				
Articles in Group One	Free	..	Free	..
Articles in Group Two	5%	..	15%	..
Articles in Group Three	25%	..	35%	..

The articles in Groups One, Two and Three have been set out in Ceylon Customs Notification No. 1, dated April 3, 1968. They are as follows:

Articles in Group One

1. Air conditioners, air-conditioning equipment:
   (a) Ducted air delivery systems and parts.
   (b) Chilled water delivery systems and parts.
   (c) Self-contained air-conditioning units above 3 tons and parts.
2. Construction equipment provided they are re-exported within three months after completion of project, viz.:
   (a) Tower cranes and parts.
   (b) Vibrators and parts.
   (c) Concrete mixers and parts.
   (d) Air compressors and parts.
   (e) Concrete block machines and parts.
   (f) Test boring machines and parts.
   (g) Sheet metal shears and bending machines and parts.
   (h) Tools.
   (i) Crushers (rock) and parts.
   (j) Surveying instruments and parts.
3. Electric generators, transformers, motors and switch boards and parts.
4. Essential kitchen equipment, viz.:
   (a) Double ovens and single ovens with open flame burners and hot plate tops and parts.
   (b) Bake ovens and parts.
   (c) Grillers and toasters and parts.
   (d) Deep fryers and frying pans.
   (e) Stock pots and stands.
   (f) Mixers – 12 quarts to 40 quarts capacity and parts.
   (g) Hot cupboards and hot plates and parts.
   (h) Griddle plates and parts.
   (i) Slicing machines and hand chippers and parts.
   (j) Potato peelers and parts.
   (k) Bains-marie and parts.
   (l) Pressure cookers and parts.
   (m) Broilers and parts.
   (n) Steam kettles and steam cookers and parts.
   (o) Salamanders and parts.
   (p) Soup stations (thermostatically controlled) and parts.
   (q) Hot food tables (thermostatically controlled) and parts.
   (r) Moulds and sieves.
5. Laundry equipment, viz.:
   (a) Double sinks for soaking—stainless steel or heavy porcelain and parts.
   (b) Heavy duty washers—25 lb. capacity and over and parts.
   (c) Heavy duty extractors and parts.
   (d) Heavy duty dryers and parts.
   (e) Heavy duty mangles and parts.
   (f) Steel ironing boards with covers and parts.
   (g) Small mangles and parts.
   (h) Steam or dry irons and parts.
6. Essential hotel bar equipment, viz.:
   (a) Double service bar sinks (stainless steel) and parts.
   (b) Refrigerated back bars with compression and parts.
   (c) Speed spouts for pouring and parts.
   (d) Measures (half and full peg) and parts.
   (e) Cork lined bar trays.
   (f) Stainless steel cocktail shakers and glass inserts for same.
   (g) Stainless steel strainers.
   (h) Cocktail stirring spoons.
   (i) Ice scoops.
   (j) Electric blenders and parts.
7. Lifts and parts.
8. (a) Pressure gauges and parts.
   (b) Flow recorders and parts.
9. Pantry equipment (stainless steel), viz.: dish washers, draining boards, burnishing machines and parts.
10. Swimming pool plant, viz.: water purifying plants, pumps and filtering plants and parts.
11. (a) Intercommunication systems and parts.
    (b) Closed-circuit television systems and parts.
12. Water pumps and parts.
13. Water steam supply, viz.: boilers, geysers, tubes and hot water pipes and parts.

Articles in Group Two

1. Bathroom sanitary fittings and tiles, glazed clay, ceramic tiles, stainless steel showers.
2. Cement.
4. Electro-plated and silver-plated table-ware (except cutlery including forks, spoons and knives), trays, vases and waiters, bearing indelible marks identifying them as the property of a hotel or rest house.
5. Electric appliances, viz.: vacuum cleaners, washing machines, massagers, hair clippers, hair dryers, bells, floor polishers, heaters and fire warning systems and food mixers and parts.
6. Fire hose and reels.
7. Glass, viz.: plate glass, and ordinary glass together with glazing compounds for glass fixing.
8. Garden maintenance equipment, viz.: lawn mowers and parts.
9. Electric wire and cables.
10. Mild steel bars, metal lath and mild steel channels, mild steel reinforcement steel wire coil making and assembling machines and parts.
11. Mirrors.
12. Telex machines and taper cutters and parts.
13. PVC and vinyl asbestos floor covering.
14. Pneumatic tube systems and parts.
15. Pianos, public address systems and parts.
16. Shuttering and scaffolding, viz.: steel plate shuttering, tubular steel scaffolding and pine boards.
17. Steel door bucks, aluminium frames, cast iron pipes, copper tubing, black steel pipes and fittings, sheet metal.
18. Sump pumps and parts.
19. Wood wool sheets.
20. Glue.
21. Spring interior mattresses, bases and down pillows.
22. Bed sheets and pillow-slips.
23. Cotton sheeting:
    Threads per inch Warp 62
    Weft 57
    Weight per sq. yard 5.1 ozs.
24. Cotton drill:
    diagonal weave, long staple weight 5 ozs. to the linear yard and below.

Articles in Group Three

1. Cutlery, bearing indelible marks identifying it as the property of a hotel or rest house.
2. Crockery, china, bearing indelible marks identifying it as the property of a hotel or rest house.
3. (a) Coffee making machines and parts.
   (b) Tea making machines and parts.
4. Door and window fittings, locks, padlocks and keys.
5. Electric clocks and parts.
6. Furnishing material—carpets, carpeting and rugs, mosquito netting, drapery and upholstery material, carpet underlayment, tackless-carpet stripping, curtain tracks.
7. r.t.m. Formica (plastics).
8. Glass bricks.

(*Continued on next page*)

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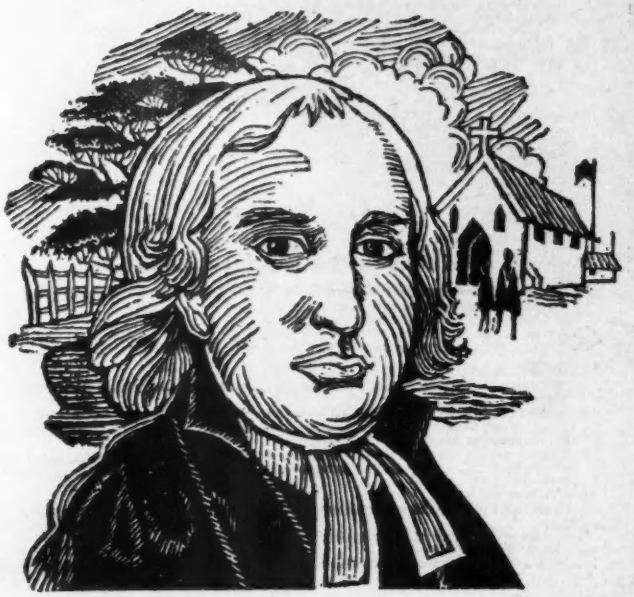

Samuel Marsden

established the first missionary settlement in New Zealand in 1815

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The National Bank

OF NEW ZEALAND LIMITED

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CEYLON, *continued*

9. Glassware, viz.: tumblers (water), sherry glasses, brandy glasses, wine glasses, champagne glasses, beer mugs, water jugs, liquor glasses, port glasses, cocktail glasses, bearing indelible marks identifying them as the property of a hotel or rest house.
10. Hinges, anodized aluminium door and window frames.
11. Ice cream machines and ice-making machines and parts.
12. Mineral fibre and acoustic tiles.
13. Paper serviettes bearing indelible marks identifying them as the property of a hotel or rest house.
14. Safety matches in containers bearing indelible marks identifying them as the property of a hotel or rest house.
15. Safes and safety deposit boxes.
16. Toilet paper bearing indelible marks identifying them as the property of a hotel or rest house.
17. Woollen and worsted manufactures wholly or party of, viz.: blankets bearing indelible marks identifying them as the property of a hotel or rest house.
18. Weighing machinery for kitchen and laundries and parts.
19. Timber, viz.: teak logs and plywood.

(B) The Board of Trade has received a copy of Ceylon Customs Notification No. 5 (General). The effect of this notification is to make the following minor amendments to the lists of Group One, Two and Three industries and to the list of excluded items which appeared in the *Board of Trade Journal* dated March 22, 1968 (page 945):

Group One
After 'Artificial dentures' insert 'and artificial teeth'.

Group Two
Insert new item 'Spectacle lenses and frames'.

List of excluded items
After 'Manufactures of paper excluding non-woven gauze' insert 'and paper transfers'.
Amend the item beginning 'Plastic manufactures other than . . .' to read 'Plastic manufactures other than pipe fittings and caps, stoppers and inserts for the pharmaceutical industry and for the manufacture of collapsible metal tubes'.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

JAPAN

Imports of foreign technology

THE JAPANESE GOVERNMENT have announced that as from June 1, 1968 certain liberalization measures will come into effect for the introduction of foreign technology into Japan.

Applications will fall into one of three categories:

(1) Non-liberalized items which will be subject to individual licensing by the Government, viz:

(i) aircraft
(ii) weapons
(iii) ammunition
(iv) atomic energy
(v) space exploration
(vi) computers
(vii) petro-chemicals

(2) Technologies, other than those mentioned in (1) above, will be approved by the Bank of Japan within one month after the application is submitted, unless any claims be made by Ministers concerned. In the case of any claim being raised against the application, the matter will be discussed in the Japanese Monthly Foreign Investment Council.

(3) Technologies with royalties payments not exceeding United States $50,000 will be approved automatically regardless of (1) and (2) above.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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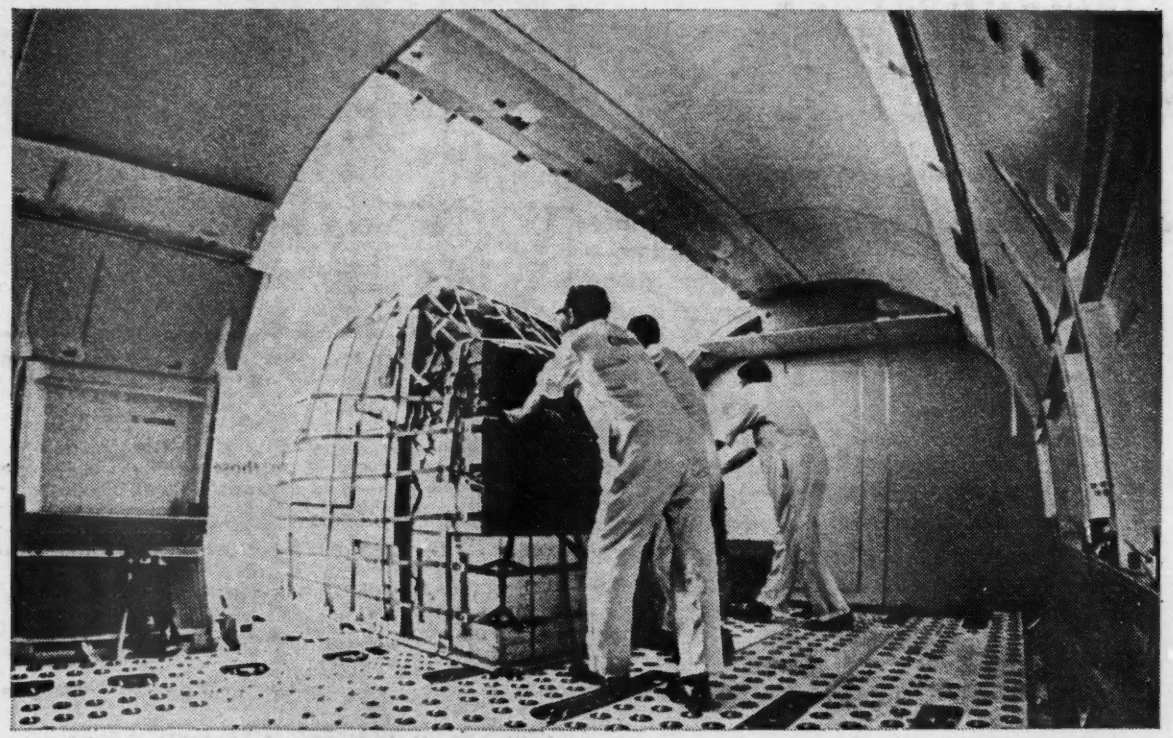

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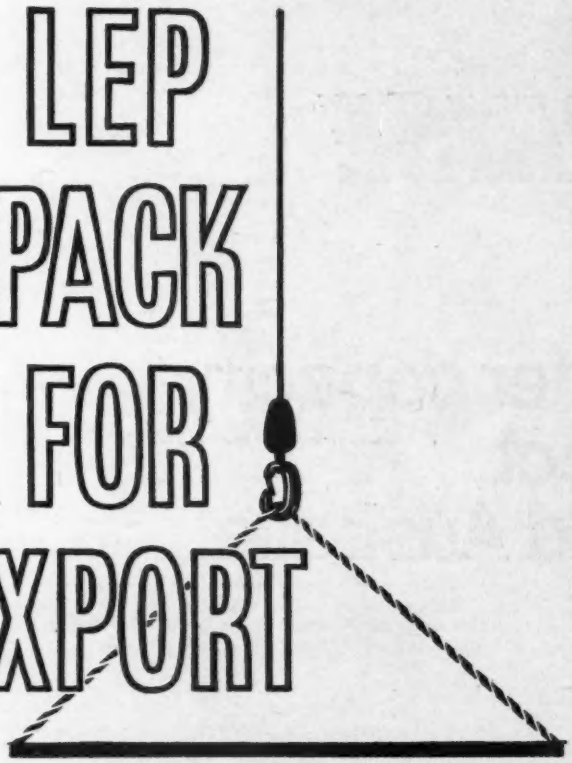

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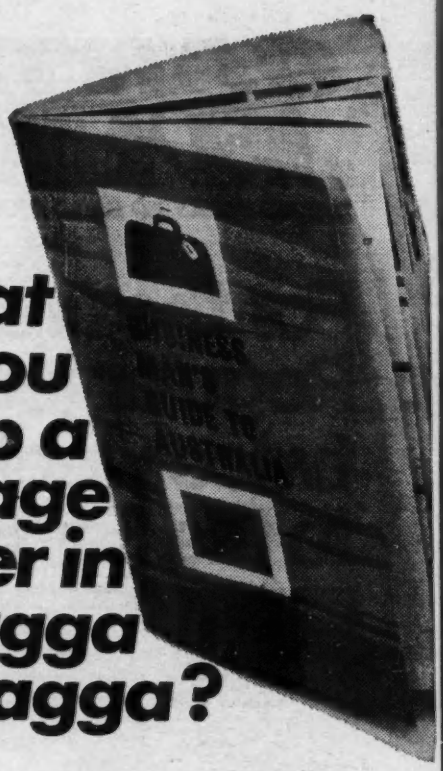

*

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AUSTRALIA

Tariff changes (1)

DETAILS ARE GIVEN below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on May 29, 1968.

Tableware and other goods of porcelain, china or other pottery

Tariff Item		Rate of Duty	
		General	Preferential
Omit items 69.11 and 69.12, insert the following items:			
69.11	*Tableware and other goods of a kind commonly used for domestic or toilet purposes, of porcelain or china (including biscuit porcelain and parian):		
69.11.1	Tableware, as follows: (a) drinking cups; (b) saucers; (c) flat plates; or (d) deep plates	30% or, if higher, $0·05 each	20% or, if higher, $0·05 each, less 10%
69.11.2	Tableware, as follows: (a) dinner sets, dinner services, tea sets, tea services, coffee sets, coffee services, and the like; or (b) sets or combinations of goods specified in sub-item 69.11.1	30% or, if higher, $0·05 per article calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be	20% or, if higher, $0·05 per article calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be, less 10%
69.11.9	Other	30%	20%
69.12	*Tableware and other goods of a kind commonly used for domestic or toilet purposes, of pottery other than porcelain or china:		
69.12.1	Tableware, as follows: (a) Drinking cups; (b) saucers; (c) flat plates; or (d) deep plates.	30% or, if higher, $0·05 each	20% or, if higher, $0·05 each, less 10%
69.12.2	Tableware, as follows: (a) dinner sets, dinner services, tea services, coffee sets, coffee services, and the like; or (b) sets or combinations of goods specified in sub-item 69.12.1	30% or, if higher, $0·05 per article calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be	20% or, if higher, $0·05 per article calculated by reference to the total number of pottery articles in the set, service or combination, as the case may be less 10%
69.12.9	Other	30%	20%

Tariff changes (2)

CHANGES HAVE been made in the Australian Customs tariff affecting the rates of duty payable on **bean seed (Phaseolus Vulgaris).**

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **tungsten carbide** (tariff items 28.56.9 and 38.19.99).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 26.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1340/68.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **weighing machinery and weights** (tariff item 84.20).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
84.20	Weighing machinery (excluding balances of a sensitivity of 50 milligrammes (·00176 oz.) or better), including weight-operated counting and checking machines; weighing machine weights of all kinds:		
84.20.100	Specially designed for automatic or continuous weighing of coal, grain, cereals, tea and like free flowing substances at pithead, silo or terminal handling points or in factories. .	7½%	Free
84.20.200	Weight-count machines (that is to say, weighing and counting scales); balances, sensitive to 500 milligrames (·0176 oz.) or better, including weights therefor	7½%	Free
84.20.300	Ore weighing machinery, automatic, specially designed for use in the mining or metallurgica. industries	30%	7½%
84.20.900	Other	40%	17½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 26.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1338/68.

Tariff Board inquiry (3)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **almonds** (tariff items 08.05.2, 11.04.9 and 20.06.21).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
08.5	Nuts not falling within item 08.01, fresh or dried, shelled or not:		
08.05.2	Almonds:		
08.05.210	In the shell	$0·20 per lb., less 75% of the f.o.b. price	$0·175 per lb., less 75% of the f.o.b. price
08.05.220	Kernels for use in the manufacture of marzipan, as prescribed by by-law . . .	Free	Free
08.05.290	Other	$0·55 per lb., less 75% of the f.o.b. price	$0·52 per lb., less 75% of the f.o.b. price
11.04	Flours of fruits falling within an item in chapter 8:		
11			
11.04.100	Of banana	Free	Free
11.04.900	Of other fruits	$0·05 per lb., Primage 10%	Primage 5%
20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:		
20.06.2	Nuts:		
20.06.210	Almonds	$0·55 per lb., less 75% of the f.o.b. price	$0·52 per lb., less 75% of the f.o.b. price

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with

(*Continued on next page*)

AUSTRALIA, *continued*

normal procedure, notification in this instance should be given to the Australian authorities **not later than July 26.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1339/68.

Tariff Board inquiry (4)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **gauze cloth, grill, netting, etc., of copper wire** (tariff item 74.11).

This reference is of departmental origin and as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
74.11	Gauze, cloth, grill, netting, fencing, reinforcing fabrics and similar materials (including endless bands), of copper wire:		
74.11.100	Woven wire having over 120 holes to the inch measured along the warp and having over 120 holes to the inch measured along the welt	Free	Free
74.11.200	Woven wire (including endless bands) for paper-making machines:	7½%	Free
74.11.900	Other:		
74.11.910	Wholly of brass, wholly of bronze or wholly of gunmetal	50%	27½%
74.11.990	Other	55% Primage 5%	27½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 26.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1336/68.

Tariff Board inquiry (5)

THE AUSTRALIAN Minister of Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **paper pulp** (tariff item 47.01.100).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
47.01	Pulp derived by mechanical or chemical means from fibrous vegetable material:		
47.01.100	For use in the manufacture of paper; for use as furnish in the manufacture of other goods	Free	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 23.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1325/68.

JAMAICA

Import licence allocation for filters

THE JAMAICAN Trade Administrator is prepared to issue licences for the import from permitted sources of reasonable quantities of filters for motor vehicles and for industrial machinery and equipment for arrival in the Island not later than September 30, 1968. (A notice about the addition of filters to the List of Exceptions to the Jamaican Open General Licence appeared in the *Board of Trade Journal* of November 25, 1966, page 1364.)

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

ARGENTINA

Importation of capital goods

ARGENTINA CENTRAL Bank Circular No. 354 of June 21, 1968 authorizes capital goods imports for sums exceeding $10,000 (f.o.b.) against total payment in cash. The authorized intermediary institutions may carry out such operations by completing the relative Form 1880 when they open the line of credit, subject to a sworn declaration on the part of the importing firm to the effect that payment abroad will be effected out of their own funds without recourse in any way to loans by third parties, whether in Argentina or abroad. The present circular does not apply to purchases made by governmental, provincial or municipal departments or decentralized organizations.

CHILE

Modifications to permitted import list

THE ITEM in the Chilean permitted import list '2,200 to 3,600 denier rayon cords . . . . ' has been deleted from item No. 59.04 (Twine, cordage, ropes and cables) and inserted in item No. 51.01 (Yarn of man-made fibres (continuous)). The prior deposit is 50 per cent.

PANAMA

Investment incentives for the tourist industry

HM EMBASSY in Panama City report that Decree-Laws No. 26 of September 27, 1967 and No. 70 of April 26, 1968 establish financial incentives and facilities for the construction and rehabilitation of hotels and other projects connected with the tourist industry.

The incentives established by Decree-Law No. 26 include exemption from national taxes particularly those imposed on imported materials, machinery and equipment, and measures considered as practical stimulants, such as subsidies, to the hotel industry and tourism. Undertakings qualifying for the benefits of this law include, for example, hotels, motels, heliports, marinas, centres for the sale of tourist articles, golf courses and buildings or improvements at airports providing services and promoting the passage and stay of tourists.

Decree-Law No. 70 governs the concessions under which individuals or legal entites may acquire beach plots for the construction of hotels and other establishments suitable for the promotion of tourism.

Translated copies of Decree-Laws Nos. 26 and 70 may be seen at Export Services Branch, Tariff Section, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

Fair Packaging and Labelling Act: Labelling of drugs, devices and cosmetics

THE *Board of Trade Journal* of January 26, 1968 gave notice of regulations under the United States Fair Packaging and Labelling Act regarding the labelling of drugs, devices and cosmetics.

The United States Commissioner of Food and Drugs invited comments and suggestions from all persons who would be adversely affected by the new regulations.

After consideration of all the comments received, the Commissioner of Food and Drugs has concluded that the regulations should be completely revised. In order to facilitate the carrying out of this revision the Commissioner has cancelled the regulations published in January and issued new regulations which will come into effect on July 1, 1969.

Comments are again invited from all persons who will be adversely affected by the regulations. Written objections may be filed with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue SW, Washington DC, 20201 by July 28, 1968. Each submission, which may be accompanied by a supporting memorandum or brief, should give details of the grounds for objections. All documents should be filed in six copies.

Copies of the new regulations can be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Textile fibre products

THE UNITED STATES Federal Trade Commission has announced that it will hold a hearing on August 14, 1968 to consider an amendment to the rules and regulations under the Textile Fibre Products Identification Act. The proposed amendment specifies the manner and form of disclosing the required fibre content information of textile fibre products which contain two or more chemically distinct components which are combined at or prior to the time of fibre formation and which if separately extruded would fall within existing definitions of textile fibres set out in rule 7 of the rules and regulations under the Act.

Interested persons may participate in the rulemaking either by submitting data in writing to the Federal Trade Commission by August 14 or by commenting orally at the hearing.

All persons wishing to submit either written or oral comments are advised to obtain further information about the proposed amendment from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

National Sanitation Foundation

THE ABOVE independent organization has recently extended its seal of approval programmes for items such as food preparation and catering equipment, dish washers, plastic plumbing fixtures, and coin-operated food vending machines to firms manufacturing outside North America.

British firms exporting or desiring to export such items to the United States and intending to obtain the NSF seal are invited to collaborate with the British Standards Institution to this end. Interested firms should get in touch initially with Mr. G. Goldsmith, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364).

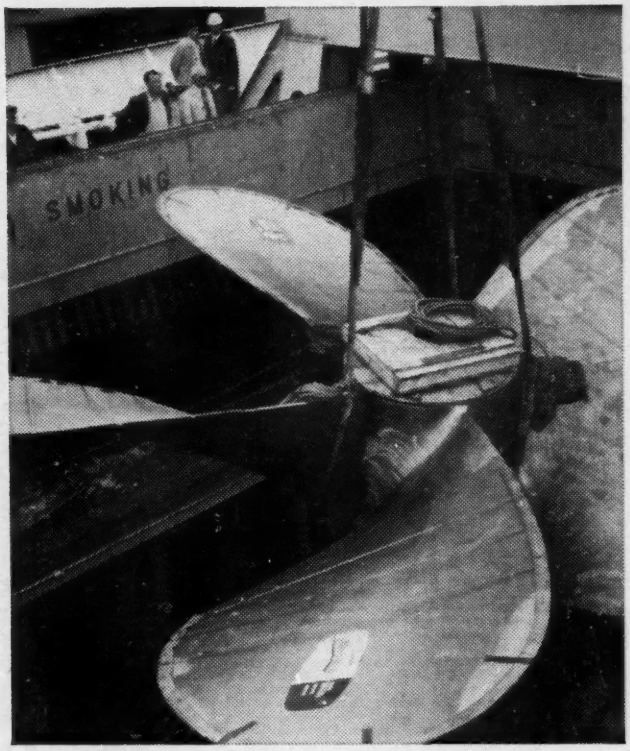
Marking of unfinished welding flanges

NOTICE WAS GIVEN in the *Board of Trade Journal* of March 8, 1968 of a ruling by the United States Bureau of Customs on the country of origin marking requirements for imported unfinished welding flanges.

Following the receipt of additional information, the Bureau of Customs has issued an amendment to the ruling and has now advised that unfinished welding flanges should be marked to indicate the name of the country of origin on the *edge* in a manner which will survive the processing necessary to complete them.

The amended ruling will be applied to all flanges entered or withdrawn from warehouse on or after September 27, 1968.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 456 and 457).



A special call to the port of Sasebo, South Japan, is being made by Blue Funnel Line's m.v. 'Priam' (12,094 gross tons) to deliver a giant propeller. Weighing 51 tons the propeller – manufactured by Stone Manganese Marine Ltd., of Birkenhead – is pictured being loaded aboard 'Priam' on July 1, at Vittoria Dock, Birkenhead. 'Priam' sailed from Birkenhead on July 5, for Singapore, Hong Kong, and Japan via Rotterdam.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

CANADA

Changes in customs tariff (1)

THE CANADIAN Government have issued an Order in Council PC 1968-1172 dated June 19, 1968 making certain changes and extensions in the Canadian customs tariff. Additions to the tariff are shown in italics, deletions are shown in square brackets.

Schedule

Tariff item		British preferential tariff	Most-favoured-nation tariff	General tariff
15805-1	Methyl alcohol for use exclusively in the manufacture of formaldehyde, subject to the provisions of the Excise Act, and regulations thereunder (Expires December 31, 1968)	Free	Free	Free
17335-1	Parts for use in the manufacture of books entitled to entry under tariff item 17305-1. (Expires June 30, 1971)	Free	Free	10%
18120-1	Paper in rolls, to be coated or impregnated with a duplicating preparation, and to be further manufactured into master units for use on spirit duplicating machines (Expires June 30, 1969)	Free	7½%	35%
18730-1	Thirty-five millimetre positive colour print film for use in the production of thirty-five millimetre motion picture films and film strips from negatives (Expires June 30, 1969)	Free	Free	30%
18735-1	Sensitized film and sensitized paper in rolls not less than thirty inches in width for use in the manufacture of photographic films and photographic papers, under such regulations as the Minister may prescribe. (Expires June 30, 1969)	Free	12½%	30%
18745-1	Positive colour print film and reversal colour film, other than thirty-five millimetre positive colour print film,for use in duplicating motion picture films and film strips from negatives or positives (Expires October 31, 1968)	Free	12½%	30%
18810-1	Plain basic photographic paper, baryta coated, for use exclusively in manufacturing albumenized or sensitized photographic paper (Expires October 31, 1968)	5%	10%	25%
19955-1	Paper-covered asphalt dash liner board for use in the manufacture of automotive dash insulation panels (Expires June 30, 1970)	Free	Free	35%
20315-1	Solutions of aniline dyes with or without dissolving salts, adapted for dyeing, for use in Canadian manufactures (Expires December 31, 1968)	Free	Free	10%
20320-1	Pigments, with or without dispersing agents, whether or not in aqueous dispersion, binders therefore; inks, binders therefore; all for use in the coating, colouring or printing of textiles (Expires December 31, 1968)	Free	Free	25%
20325-1	Coal tar bases or salts in solvents for use in the manufacture of coal tar dyes in the dyeing of textiles (Expires December 31, 1968)	Free	Free	25%
20330-1	Coal tar bases or salts with or without surface active agents for use in the manufacture of coal tar dyes (Expires December 31, 1968)	Free	Free	Free
20335-1	Solutions of dyes containing methyalcohol for use exclusively in the colouring of coated surfaces per gallon (Expires December 31, 1968)	5 cts.	5 cts.	$3·00 30%
21050-1	Sodium bichromate for use in the manufacture of chromic acid and chromium sulphate, including basic chromium sulphate (Expires December 31, 1968)	Free	Free	20%
21615-1	Diacetoneketogulonic acid for use in the manufacture of ascorbic acid (Expires December 31, 1968)	Free	Free	25%
21620-1	Cadmium oxide, pelargonic acid, triphenyl phosphite and octoic acid for use in the manufacture of stabilizers for vinyl synthetic resins (Expires December 31, 1968)	Free	Free	25%
21625-1	Monocalcium citrate in a water slurry for use in the manufacture of citric acid and salts thereof (Expires December 31, 1968)	Free	Free	25%
21640-1	Glutamic acid, crude, for use in the manufacture of monosodium glutamate (Expires December 31, 1968)	Free	Free	25%
22025-1	Materials, of a class or kind not made in Canada, for use in the manufacture of additives for heating, lubricating and fuel oils (Expires December 31, 1968)	Free	5%	25%
22030-1	Askarels (non-flammable liquids) for use in the manufacture of electrical apparatus (Expires December 31, 1968)	Free	5%	25%
22035-1	Emulsions containing materials in microcapsules for coating paper to be further manufactured into multi-copy forms (Expires December 31, 1968)	5%	5%	25%
22040-1	Mixtures of formaldehyde, methyl alcohol and the hemi-acetal of methyl alcohol for use in Canadian manufactures (Expires December 31, 1968)	20%	20%	30%
24620-1	Colours or pigments for use in the manufacture of roofing granules (Expires December 31, 1968)	Free	Free	22½%
24625-1	Daylight fluorescent pigments, dry, without admixture, for use in Canadian manufactures (Expires December 31, 1968)	Free	Free	22½%
24630-1	Iron oxide for use in the manufacture of magnetic recording tape (Expires December 31, 1968)	Free	Free	22½%
26320-1	Ethylene dibromide and sodium for use in the manufacture of tetraethyl lead, tetramethyl lead, mixed ethylmethyl leads, and compounds of all of the foregoing (Expires December 31, 1968)	Free	Free	25%
26330-1	Zeolites of a kind not produced in Canada for use in the manufacture of cracking catalysts for the refining of petroleum (Expires December 31, 1968)	Free	Free	25%
26910-1	Alkyl aryl hydrocarbons, unsulphonated, for use in the manufacture of synthetic detergents per gallon (Expires December 31, 1968)	Free	Free	1 ct.
29645-1	Talc for use in the manufacture of ceramic tile (Expires June 30, 1969)	Free	Free	25%
29660-1	Dead-burned magnesite containing not less than 83% magnesium oxide for use in the manufacture of magnesite fire brick or chrome fire brick (Expires December 31, 1968)	7½%	7½%	30%
32663-1	Beads, drops or other shapes of synthetic resins, for use in the manufacture of imitation pearls (Expires December 31, 1968)	Free	Free	30%
34715-1	Sponge and sponge briquettes, ingots, blooms, slabs, billets, and castings in the rough, of titanium or titanium alloys for use in Canadian manufactures. (Expires June 30, 1971)	Free	Free	25%
34720-1	Sponge and sponge briquettes, ingots, blooms, slabs, billets, and castings in the rough, of zirconium or zirconium alloys for use in Canadian manufactures (Expires June 30, 1971)	Free	Free	25%
34730-1	Bars, rods, sheet, strip, wire, forgings, castings, and tubes, seamless or welded, of zirconium or zirconium alloys for use in the manufacture of nuclear power reactors, including fuel components (Expires October 31, 1968)	Free	Free	25%
34835-1	Electrolytic copper powder, electrolytic iron powder, for use in Canadian manufactures (Expires January 31, 1969)	Free	Free	10%
34840-1	Scrap of copper or brass or of alloys of copper containing 50% or more by weight of copper for use in Canadian manufactures (Expires June 30, 1969)	Free	Free	Free
35245-1	Metal parts, not plated, coated or engraved, for use in the manufacture of cigar and cigarette lighters (Expires June 30, 1970)	Free	Free	30%
7 920-1	Rods of iron or steel, in the coil, not more than 0·375 inch in diameter, for use in the manufacture of wire for wire fencing per ton (Expires October 31, 1968)	Free	Free	$5·00
38230-1	Sheet of iron or steel, [hot or] cold-rolled, over 60 inches in width, deep drawing quality, for use in the manufacture of bathtub body stampings (Expires June 30, 1969)	Free	Free	25%

CANADA

12,667 manufacturers

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Tariff item		British preferential tariff	Most-favoured-nation tariff	General tariff
5-1	Sheet of iron or steel, coated or not, corrugated and notched, for use in the manufacture of elements for air pre-heaters (Expires June 30, 1969)	Free	12½%	35%
5-1	Sheet or strip of iron or steel, coated with tin, minimum base weight 155 pounds (0·01705 inch), maximum base weight 272 pounds (0·02992 inch), for use in the manufacture of commercial bakery baking pans (Expires June 30, 1969)	Free	Free	25%
5-1	Axles, including stub axles, with a load capacity of 65,000 pounds or more, and suspensions therefor; wheels and rims, 25 inches or more in diameter, and brake assemblies therefor, for use with the foregoing axles, whether or not mounted thereon; all of the foregoing and parts thereof for use in the manufacture of off-highway [dump] trailers (Expires June 30, 1969)	Free	Free	35%
5-1	Tubes of iron or steel, welded, not more than ¾ inch in diameter, coated with metals other than zinc, not polished, bent or further manufactured, for use in Canadian manufactures (Expires June 30, 1970)	5%	12½%	30%
0-1	Semi-pneumatic tyres and solid tyres, wholly or in part of rubber, for use in the manufacture of power lawn mowers (Expires June 30, 1969)	5%	10%	32½%
9-1	Axles, channel assemblies, control valves and linkages, engines, steering gear, transmissions, torque converters, and parts thereof, for use in the manufacture of industrial trucks commonly known as 'fork lift' or 'lift' trucks (Expires October 31, 1968)	Free	7½%	35%
0-1	Vane type hydraulic drive wheels, hydraulic pump and motor units, and parts thereof, for use in the manufacture of industrial trucks, commonly known as 'fork lift' or 'lift' trucks (Expires October 31, 1968)	Free	7½%	35%
0-1	Reciprocating natural gas engines, of a class or kind not made in Canada for use in the manufacture of self-contained compressor (Expires June 30, 1970)	Free	7½%	30%
0-1	Diesel engines and parts thereof for use in the manufacture of asphalt road finishing machiens (Expires June 30, 1970)	Free	Free	30%
5-1	Aerosol containers of metal other than aluminium, and parts thereof not including caps, for use in Canadian manufactures (Expires June 30, 1970)	2½%	7½%	30%
0-1	Parts for use in the manufacture of brake systems for subway or rapid transit cars (Expires June 30, 1971)	Free	10%	35%
7-1	Sheet or strip of iron or steel, aluminized, for use in the manufacture of mufflers, tail pipes and exhaust pipes for motor vehicles (Expires June 30, 1969)	Free	Free	20%
9-1	Rag base dielectric tufting felt, 0·095 to 0·110 inch in thickness, for use in the manufacture of risers on door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1969)	Free	Free	35%
0-1	Welded steel tubing, aluminized, over 2 inches outer diameter, for use in the manufacture of mufflers, tail pipes and exhaust pipes used as original equipment in the manufacture of motor vehicles (Expires June 30, 1969)	Free	Free	30%
2-1	Wax impregnated kraft board, not more than 0·040 inch in thickness, for use in the manufacture of pillar post stiffeners used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1969)	Free	Free	35%
8-1	Waterproof semi-rigid fibreboard, laminated on both sides with polyethylene film and kraft liner, treated on one side, not than 0·090 inch in thickness, for use in the manufacture of rear compartment tops used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1969)	Free	Free	35%
5-1	Sheet or strip of iron or steel other than stainless steel, hot- or cold-rolled, for use in the manufacture of seat belt floor fittings and buckles for motor vehicles (Expires October 31, 1968)	Free	Free	20% [25%]
7-1	Safety latches for use in the manufacture of door locks for motor vehicles (Expires June 30, 1969)	Free	Free	25%
1-1	Gasoline internal combustion engines, air-cooled, four cycle, transaxles, electric motor axle assemblies, and parts thereof, for use in the manufacture of golf cars. (Expires January 31, 1969)	Free	7½%	35%
1-1	Bar sections of iron or steel made to specification AISI-4023, hot-rolled, not less than 1·655 inches nor more than 1·705 inches in thickness, not less than 1·922 inches nor more than 1·972 inches in width, for use in the manufacture of ball nuts for recirculating ball steering gears for motor vehicles (Expires June 30, 1969)	Free	Free	20%
1-1	Fibreboard with polyethylene film on one side, not more than 0·03 inch in thickness, for use in the manufacture of door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1969)	Free	Free	35%
43894-1	Fibreboard with kraft liner and polyethylene film on one or both sides, not more than 0·105 inch in thickness, for use in the manufacture of door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1969)	Free	Free	35%
43895-1	Welded steel tubing, drawn after welding to three-eighths inch outer diameter or smaller, with wall thickness not less than 0·042 inch, for use in the manufacture of push rods for motor vehicles (Expires June 30, 1969)	Free	Free	30%
43896-1	Round wire, of iron or steel, made to specification SAE-50100, not more than 0·25 inch in diameter, for use in the manufacture of cylindrical needle rollers used as original equipment in the manufacture of motor vehicles (Expires June 30, 1970)	Free	Free	20%
44515-1	Porcelains, over 86 inches in length and all of one piece, with or without metal flanges attached, for use in the manufacture of electric instrument transformers (Expires June 30, 1970)	Free	7½%	37½%
44649-1	Metal parts for use in the manufacture of loose leaf binders (Expires June 30, 1969)	5% [Free]	12½%	35%
44650-1	*Metal parts, unplated, for use in the manufacture of loose leaf binder metals* (Expires June 30, 1969)	*Free*	7½%	35%
44658-1	Deep-drawn shells and bottoms, of iron or steel, for use in the manufacture of cylinders for acetylene gas (Expires June 30, 1970)	Free	7½%	35%
46325-1	Parts, not including *electric motors*, [electric] light bulbs, tubes, or exciter lamps, for use in the manufacture of still and motion picture projectors, with or without sound equipment (Expires June 30, 1971)	Free	7½%	30%
46330-1	Electric motors for use in the manufacture of still and motion picture projectors with or without sound equipment (Expires January 31, 1972)	15%	15%	37½%
50645-1	Particleboard made of ground wood particles and phenolic type synthetic resin, weighing not less than 70 lb. per cubic foot, for use in the manufacture of moulded laminated sheet impregnated with synthetic resin (Expires June 30, 1969)	10%	15%	30%
	Yarns and rovings, including threads, cords and twines, wholly of cotton:			
52109-1	2-ply, with pearl twist, for use in the manufacture of torchon lace (Expires June 30, 1971)	Free	Free	30%
	Woven fabrics, wholly of cotton:			
52209-1	With uncut pile, not bleached, mercerized nor coloured, for use in the manufacture of corduroy (Expires October 31, 1968)	15%	15%	30%
53025-1	Sliver strands in ropelike form, wholly or in part of wool or hair, for use in the manufacture of braided mats and rugs and, per pound (Expires June 30, 1971)	5%	10%	22½% 22½ cts.
59000-1	Naphtha, high flash, for use in Canadian manufactures per gallon (Expires December 31, 1968)	½ ct.	½ ct.	1 ct.
68120-1	Residues resulting from the processing abroad of uranium metal, salts or oxides of Canadian origin, for use in Canadian manufactures (Expires December 31, 1968)	Free	Free	25%
85100-1	Materials for use in the manufacture of synthetic rubber (Expires December 31, 1968)	Free	Free	Free
85700-1	Acetylsulphamerazine, acetylsulphadiazine, acetylsulphathiazole and acetylsulphamethylthiodiazole, for use exclusively in the manufacture of sulpha drugs (Expires December 31, 1968)	Free	Free	25%
86300-1	Chemicals for use in the manufacture of steroid derivatives (Expires December 31, 1968)	Free	Free	25%
86500-1	Higher fatty alcohols, unsulphated, for use in the manufacture of synthetic detergents (Expires December 31, 1968)	Free	Free	25%
87505-1	Amyl acetate, calcium carbonate, casein hydrolysates, cholesterol, ergosterol, ether USP, methanol anhydrous, methyl isobutyl carbinyl acetate, N-ethyl piperidine, N-hexanol, procaine hydrochloride, penicillin precursors, beef extract, corn steep liquor, soluble vegetable protein, distillers' dried solubles, and soya bean meal; all of the foregoing for use in the manufacture of antibiotics, bacteriologicals, hormone products and biologicals. (Expires December 31, 1968)	Free	Free	25%

(*Continued on next page*)

The Board of Trade

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CANADA, *continued*

Tariff item		British preferential tariff	Most-favoured-nation tariff	General tariff
87510-1	Antibiotics, crude, and antibiotic intermediates, structurally based on 6 aminopenicillanic acid, not further processed than extracted from their primary fermentation liquors, in crystalline form, of a kind not produced in Canada, for use in the manufacture of antibiotics (Expires December 31, 1968)	Free	Free	25%
90405-1	Compounds, n.o.p., consisting in chief part of synthetic resins, for use in the manufacture of chewing gum (Expires December 31, 1968)	5%	5%	25%
92405-1	Bars, rods and profile shapes of uniform cross-section of cellulose plastic, except cellulose nitrate, when imported in lengths for use in the manufacture of hand tools (Expires December 31, 1968)	10%	10%	25%
92410-1	Cast phenolic resin handles, in the rough, for use in the manufacture of cutlery (Expires December 31, 1968)	7½%	7½%	30%
92415-1	Cellulose plastics plates or sheets, less than 6 inches in width, for use in the manufacture of spectacle and eyeglass frames (Expires December 31, 1968)	Free	Free	25%

Changes in customs tariff (2)

THE CANADIAN GOVERNMENT have issued an Order in Council P 1968-1177 dated June 19, 1968 making the following change Additions to the tariff are shown in italics, deletions are shown i square brackets.

Order respecting the remission of customs duty and sales tax

1. This order may be cited as the Customs Tariff Remissio Order, 1968-2.

2. Remission is hereby granted in respect of all goods enume ated in the schedule hereto that are

(a) entitled to entry under the British Preferential Tariff or th Most-Favoured-Nation Tariff, and

(b) imported or taken out of warehouse for consumption on o after July 1, 1968 and before July 1, 1969

and all such goods imported before July 1, 1968 for which no entr for consumption was made before that date, of that part of th customs duty and sales tax payable thereon under the Custom Tariff and the Excise Tax Act equal to the amount by which

(c) the customs duty and sales tax payable thereon

exceeds

(d) the amount of the customs duty and sales tax that woul be payable if the rates of duty applicable thereto under th British Preferential and Most-Favoured-Nation Tariffs, pur suant to section 3 of the Customs Tariff, were the rates se opposite the enumeration of such goods in the schedul hereto.

Schedule

Tariff item		British preferential tariff	Most-favoured-nation tariff
1. 945-1	Feeds for use exclusively in the feeding of trout.	Free	Free
	[on and after July 1, 1968	15%	20%]
2. 23705-1	Deuterium oxide or heavy water; uranium in the form of pigs, ingots, billets or bars	Free	Free
	[on and after July 1, 1968	Free	15%]
3.	Printing presses with an image or printing area of 374 square inches or larger, other than rotary web-fed rubber plate and offset printing presses for use in the manufacture of manifold business forms and other than flat-bed screen-process printing presses; mechanical deliveries or conveyors for use with such presses; parts of the foregoing	Free	Free
4. 34100-1	Babbit metal and type metal, in blocks, bars, plates and sheets.	Free	10%
		[10%]	[20%]

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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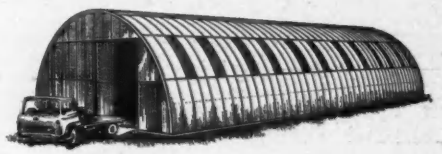

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Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 July 1968
Deliveries (Q)	10 May 1968
Production (M)	5 July 1968
Motor industry:	
Car and commercial vehicle production (M)	28 June 1968
Motor trades turnover (M)	21 June 1968
Nationalized industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension Funds:	
Assets (A)	This week
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	28 June 1968
Retail trade:	
Index nos. (M)	5 July 19
N. Ireland index (M)	28 June 19
Royalty transactions (Q)	21 July 19
Shipping:	
Movement at UK ports (M)	21 June 19
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 19
Stocks:	
Distributive and service trade (A)	23 Feb. 19
Manufacturers', wholesalers' and distributors' (Q)	5 July 19
Retail (M)	5 July 19
Television:	
Overseas payments and earnings (A)	3 May 19
Textiles:	
Clothing and textile orders and deliveries (M)	21 June 19
Cotton production (M)	21 June 19
Wholesale houses sales (M)	14 June 19
Wool exports (Q)	24 Nov. 19
Wool output (M)	21 June 19
Tourism:	
International tourism (A)	29 Sept. 19
UK tourist traffic (M)	5 July 19
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 19
Index nos. (M)	This week

Board of Trade Departments, etc. Subject	Last publish
Board of Trade addresses	7 June 1968
Board of Trade Regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 19
British commercial representatives overseas	14 June 19
Customs notices of interest to exporters	24 May 19
Directory of Board of Trade Departments and their work	29 Mar. 19
ECGD head offices	9 Feb. 19
Official Receivers' Offices	21 June 19
United States Consular offices in the UK	17 June 19

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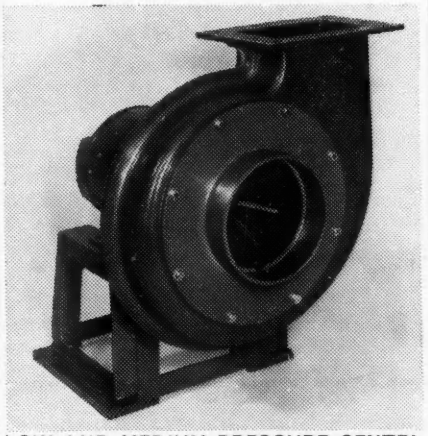

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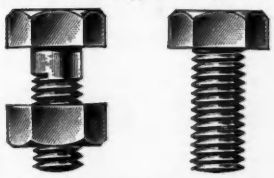

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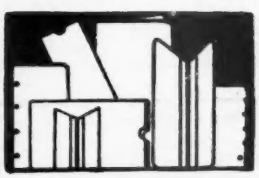

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